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# THE AMERICAN ELEVATOR AND GRAIN TRADE

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Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XXXVIII

431 South Dearborn Street, Chicago, Ill., January 15, 1920

NO. 7

A CHANGE!

NOW

**McKENNA & DICKEY**

Remember It Quickly

60 Board of Trade  
Chicago

AN  
INTERESTING  
FIRM

Turn immediately to page 563

**TAYLOR & BOURNIQUE CO.**

Grain Merchants  
MILWAUKEE, WISCONSIN

WESTERN BRANCHES:

Chicago, Ill.  
Sioux City, Ia.  
Mason City, Ia.  
Des Moines, Ia.  
Fort Dodge, Ia.  
Sioux Falls, S. Dak.

Department H

Elevator Capacity  
Milwaukee and Chicago,  
2,000,000  
Bushels

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TRACK BIDS—SALES TO ARRIVE

Consign to us at Milwaukee, Chicago, Minneapolis, Sioux City, Ia.; Des Moines, Ia.; or Schneider, Ind.

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AND

**Timothy  
Seed**

Mail Samples for Top Market Bids

**Milwaukee  
Seed Company**

MILWAUKEE, WIS.

Established 1877  
**LANGENBERG BROS. GRAIN CO.**  
**GRAIN and HAY**

We Solicit Your Consignments

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**THE ILLINOIS SEED CO.**  
**GRASS SEEDS FIELD**

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Ask for Samples

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TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-  
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We solicit consignments and furnish bids on Cash Grain and Provisions for all markets

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Covers all markets. Ask for the weekly or  
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**Courteen Seed Co.**

MILWAUKEE, WISCONSIN

**CLOVER and TIMOTHY**

**SEEDS**

SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested

**BACHE SERVICE**

USE IT  
ON

**GRAIN AND SEEDS**

Chicago, Ill.



## The Whistle for Greater Production

The midnight whistles that shrieked their welcome to the New Year were, in reality the alarm clocks that sounded the call for *greater production*.

Speed up *production* for 1920.

World markets are open to you. New opportunities present themselves. Organize and create. Build and expand. Let Diamond cooperate with you. Diamond is prepared to give you quick service through its jobbers. Diamond conveyer and transmission belting, Diamond hose, packing, valves, gaskets, etc. are waiting to help you increase production for 1920.

THE DIAMOND RUBBER COMPANY, Incorporated  
AKRON, OHIO

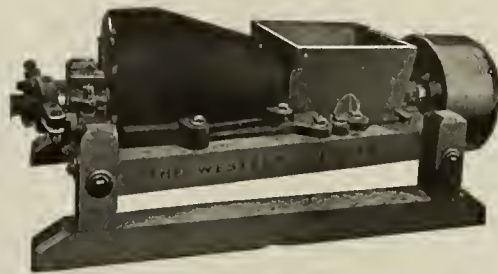
# Diamond

## Mechanical Rubber Products

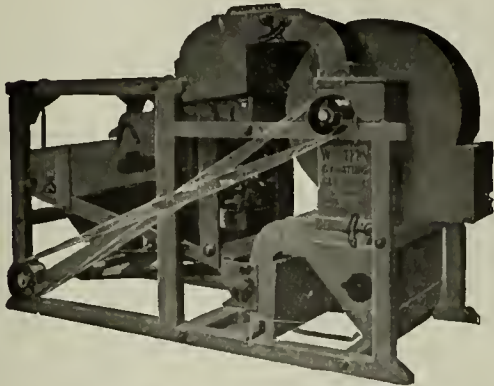




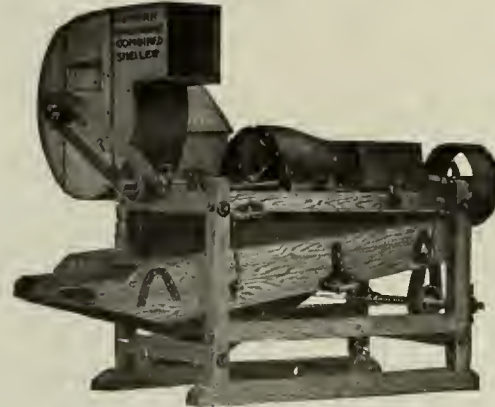
"Western" Rolling Corn Screen Cleaner



"Western" Pitless Warehouse Sheller



"Western" Gyrating Cleaner



"Western" Warehouse Combined Sheller

## A Sincere Desire to Serve

The buying of grain elevator machinery is one of the most important of the grain elevator operator's duties and should be accompanied by the use of sound judgment. Care and discrimination must be exercised, for often the successful operation of the elevator depends wholly on the character, good or bad, of its machinery equipment.

The average buyer selects his machinery on the reputation for service of the house which manufactures it. This is, all in all, a safe guide, and we point with a very large degree of satisfaction to the reputation enjoyed by the

### "WESTERN LINE"

for years past. In elevating, conveying, or cleaning machinery, in power transmission, or in short, in any department of the machinery equipment our sincere desire to serve our patrons has resulted in a quality of service that is unsurpassed. Let us demonstrate this service to you in the coming year of 1920.

*Our descriptive catalog furnished on request*

**UNION IRON WORKS**  
DECATUR, ILLINOIS

*Complete Line of Shellers and Cleaners Kept at*  
1400-1402 West 12th Street      KANSAS CITY, MO.



## A "FLAVO" FLOUR Baking

YOU would be as delighted as she is, for you would know by the flavor what wonderful flour is "FLAVO".

Nearly all of the rich, sweet, nut-like flavor of the wheat berry is retained in "FLAVO" FLOUR on account of the improved direct process by which it is milled.

This new process is revolutionizing flour milling, for while it leaves the flavor in the flour on account of the non-oxidation of the essential oils of the wheat berry, it also leaves in the flour more of the necessary vitamins. The protein of the bread baked from this flour is more easily assimilated so it is a better bread for children and those having a tendency to indigestion from eating fresh bread.

You will eat more bread if it is made from "FLAVO" FLOUR, for it is delicious.

This flour is made in many communities throughout the United States and is made only on the "Midget" Marvel Mill. Everywhere people are demanding this delightfully flavored flour.

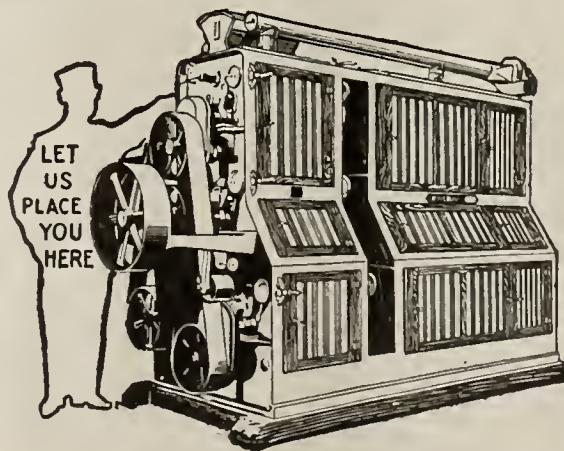
If you haven't tried flour made on the "Midget" Marvel get a sack at once—and you will never use any other. If there isn't one of these mills in your community, write us for the address of the nearest one.

We will also be glad to send you a revised copy of "The Story of a Wonderful Flour Mill." You will find it most interesting.

**THE ANGLO-AMERICAN MILL CO.**

586-592 Trust Bldg.

OWENSBORO, KENTUCKY.



**"Hold Fast  
That  
Which Is  
Good"**



# SUCRENE FEEDS

## In Their 20th Year of Popularity

One dealer, who has handled Sucrene Feeds for many years, writes: "We have had increasing sales on Sucrene Feeds each year. When we sell a feeder Sucrene he is generally a regular customer. Have handled a number of other feeds but they are hard to start and generally fall off. In the long run we consider Sucrene our best seller."

### *Quality First and All the Time The Sucrene Feed Slogan*

It gives you a grip on the feed business which competition cannot break.

Our new feed mill at Peoria, Ill., the greatest and most modern plant in America, devoted exclusively to the manufacture of mixed feeds, will soon be ready for work. In the meantime our Owensboro, Ky., plant is running double shifts to keep up with the demand for Sucrene Feeds.

We Solicit your order for Poultry Scratch Feeds in any quantity. The late fire did not affect this branch of our manufacturing facilities. Address Main Office at Peoria, Ill.

## AMERICAN MILLING COMPANY

Main Office and Mills:  
Southern Mill:

PEORIA, ILLINOIS  
OWENSBORO, KENTUCKY





# Weller

## Labor Saving Equipment

### Save by Substitution

Labor, like coal or gasoline, is a necessary element of production. If either the coal or gasoline supply should develop symptoms of exhaustion, research workers would immediately get busy and find a substitute, and substitution alone will relieve an industrial situation, caused by a deficit in the labor supply.

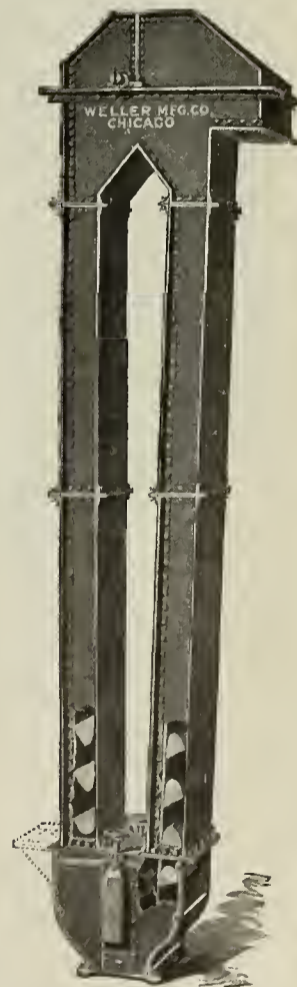
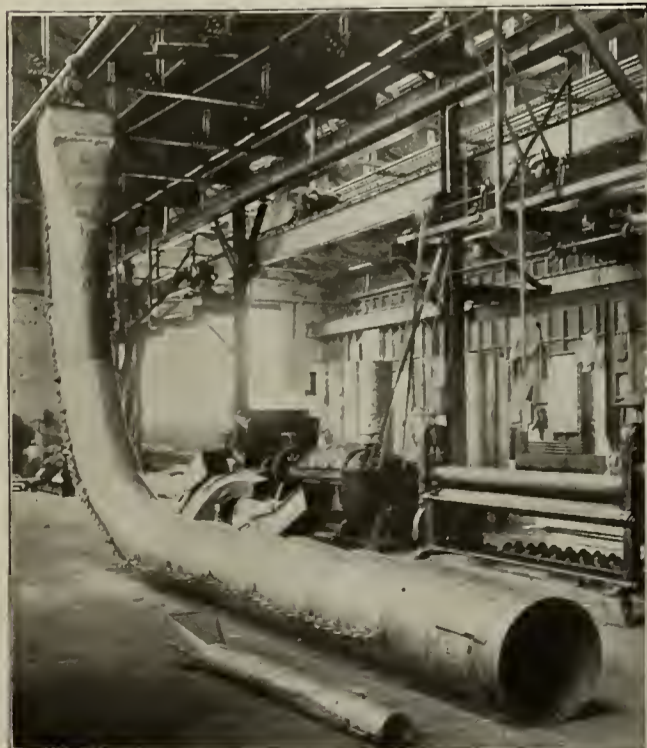
Every step in the process of readjustment is an application of the law of compensation, and the only visible method of compensating a labor shortage, such as now exists, is to substitute machine for manpower wherever a machine will do the work better, quicker, or more economically.

For more than thirty years the Weller Manufacturing Co. has specialized in the design and construction of labor-saving machinery, and during that time no other company has been so closely identified with the development of elevating and conveying equipment in its special application to mill and grain elevator work.

As pioneers in that field it initiated and developed many of the most economical and efficient methods which now obtain in the handling of grain and grain products.

The economy, efficiency, and dependability of Weller equipment is attested by the fact that more Weller elevators and conveyors are used in flour mills and grain elevators throughout the country than similar machines of all other makers combined.

*Write for our Catalog 30F, and let us help you to reduce your cost, stabilize your profits, and increase the output of your elevator.*



## WELLER MFG. CO.

### CHICAGO

NEW YORK CITY  
PITTSBURGH

PHILADELPHIA  
BALTIMORE

BOSTON  
SALT LAKE CITY

## Service and Responsibility

THE CHICAGO BOARD OF TRADE now furnishes an international service for both the producers and consumers of the world.

Because its transactions have an effect upon the cost, and quantity of the food consumed by millions of men, women and children, we are bringing this personal message to you.

Grain and food products of millions of dollars in value "pass hands upon 'yes or no'" yet that simple statement is as binding and valid as any contract ever written.

If responsibility and honesty were not the principles and practice of the members of the board, this market place could not have grown from a small western trading post to an exchange of international importance.

The rules and regulations to safeguard all transactions made by "the members" are self-imposed upon all for the protection of the public.

When the shock of the great war crumpled up the business machinery of other great exchanges throughout the world, the Chicago Board of Trade kept open. There were no failures and its members met every exigency during that crucial period.

That its business methods are sound is demonstrated by the fact that in the stress of a world-wide upheaval it assisted the Allied Nations to speed commerce, assuming responsibilities and rendering services HERETOFORE THOUGHT IMPOSSIBLE.

## THE BOARD OF TRADE OF THE CITY OF CHICAGO

L. F. GATES,  
PRESIDENT

JOHN R. MAUFF,  
SECRETARY

# Approved- FOR THE MILLING INDUSTRY

The Millers Mutual Fire Insurance Companies, through the Mutual Fire Prevention Bureau of Oxford, Mich., have APPROVED the use of NATIONAL RENEWABLE FUSES for flour mills and grain elevators.

Until now, these plants could not use any renewable fuses, as they were considered unsafe.

## CANNOT BE OVERLOADED

Only one element at a time can be used in the NATIONAL RENEWABLE FUSE. Use NATIONAL RENEWABLE FUSES for simplicity, security and saving.

Powder packed renewable cartridge confines and smothers the fierce heat of the arc when the fuse blows.

Rating stamped in the metal on the "tell tale" indicator, which keeps the rating constantly in view. Send coupon for full information and prices.

## The NATIONAL Renewable FUSE

### FEDERAL ELECTRIC COMPANY

Representing Federal Sign System (Electric)

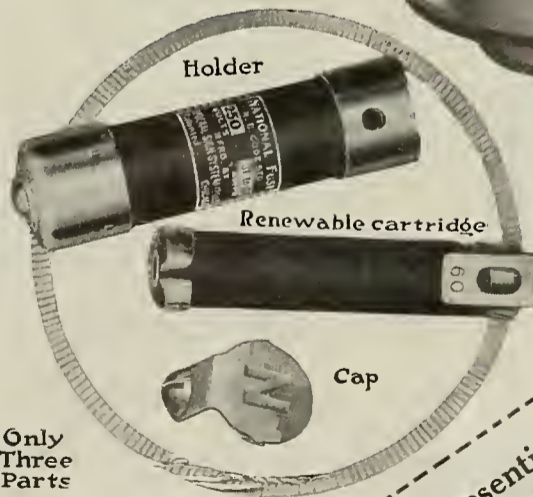
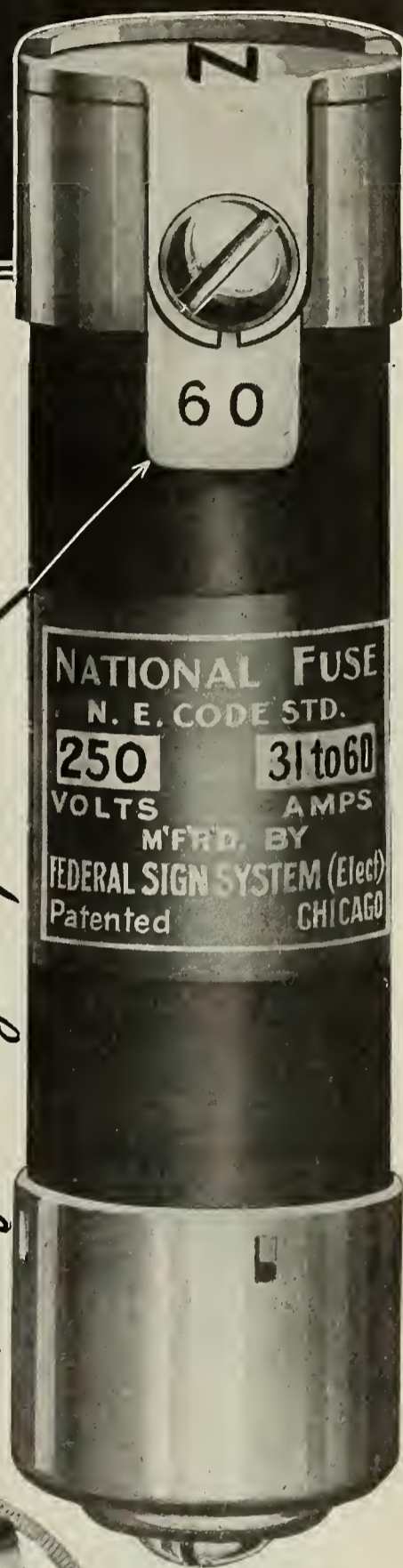
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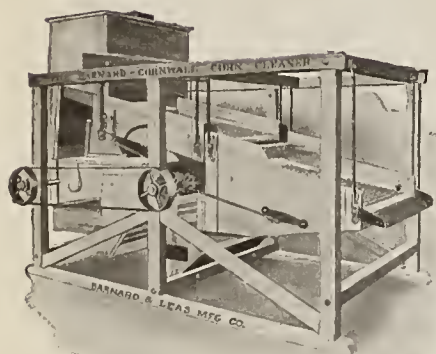
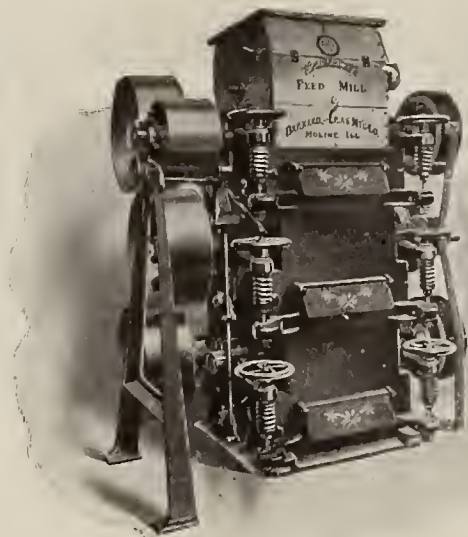
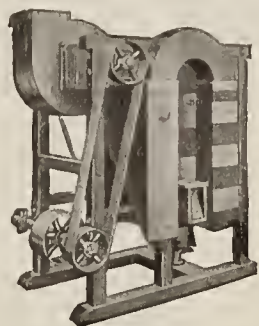
We make a complete line of renewable fuses, both 250 and 600 volts, up to and including 600 amperes.



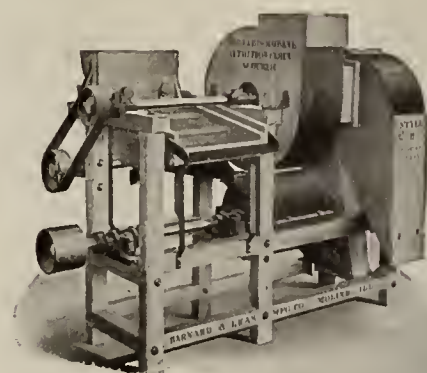
Only  
Three  
Parts

Send  
Coupon  
Now

FEDERAL ELECTRIC COMPANY, Representing  
Federal Sign System (Electric), Lake and Desplains Sts., Chicago  
Please send full information and prices of National Renewable Fuses.  
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Address .....  
Company .....  
Dealer's Name and Address .....  
A. E. G. T. 1.

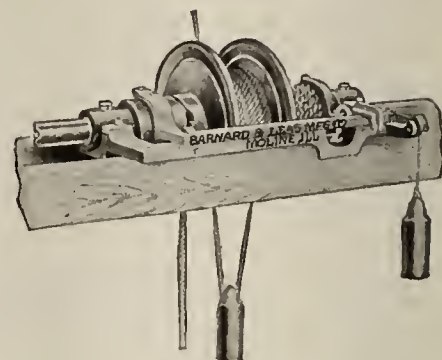


Has Your  
**ELEVATOR EQUIPMENT**  
Given You Efficient  
and Profitable Service  
the Past Year?



You can make your elevator more efficient and profitable by installing efficient machinery. The Old Reliable Barnard-Moline line has given efficient service and increased profits to thousands of successful elevator operators throughout the country, and can do the same for you.

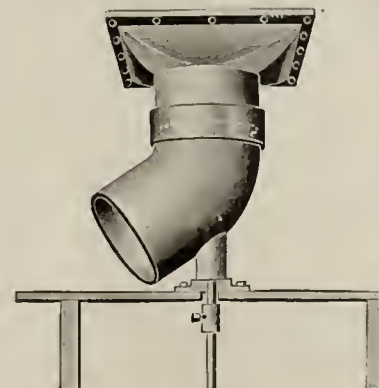
Now is the time to check up the efficiency of your equipment and strengthen the weak points. Probably your cleaning machinery needs repairs; your feed rolls recorrugated, or some other part of the equipment needs to be renewed—whatever it is, we have it—and can give you Quick Service. We carry a large stock of everything you need—belt-ing, elevator cups, heads and boots, loading spouts, distributors, etc.

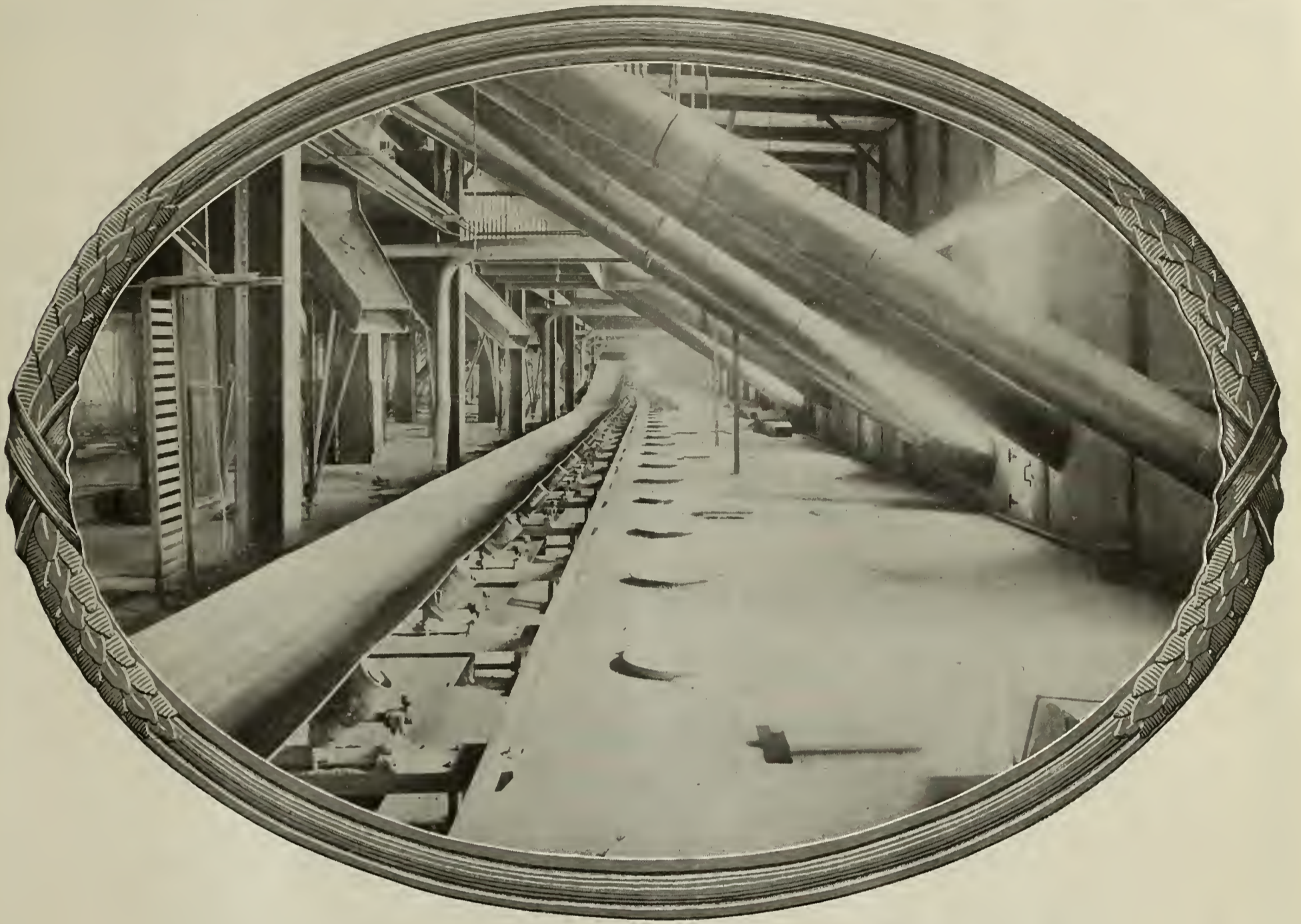


*Write for Big Elevator Equipment Catalog No. 38-E*

**Barnard & Leas Mfg. Co.**  
MOLINE, ILLINOIS, U. S. A.

*Builders of High-Grade Elevator Machinery  
Since Eighteen Hundred Sixty*





# GRAINSTER

Grainster Conveyor Belts and Grainster Elevator Belts are the results of careful study and long experience in the manufacture of rubber belting for grain elevator work.

The factories now making Grainster Belts produced the first belts ever used in handling grain, and have since kept pace with every increasing demand of the modern grain elevator.

The value of Grainster Belts has been proven by operators who are interested in the ultimate economy of operation of their plants.

**United States Rubber Company**





The Cynosure of all eyes,—that's the Indianapolis Grain Market.

Everybody is looking to Indianapolis for supplies and they do not look in vain.

Excellent Shipping facilities and good rates together with other advantages have made Indianapolis the best market in the country.

Individually and collectively the trade of Indianapolis is sleeplessly watchful of the interests of its patrons, therefore,

**Ship your grain and hay to any of the following firms—All members of the Indianapolis Board of Trade.**

BIG FOUR ELEVATOR CO., Merchandisers of Grain  
BINGHAM-HEWETT-SCHOLL CO., Grain Merchants  
BELT ELEVATOR & FEED CO., Receivers, Shippers  
BERT A. BOYD GRAIN CO., Grain Commission  
CLEVELAND GRAIN CO., Grain Commission  
WM. R. EVANS GRAIN CO., Brokers and Commission  
P. M. GALE GRAIN CO., Grain, Feed  
GOLDBERG GRAIN COMPANY, Consignments  
HEINMILLER GRAIN CO., Receivers and Shippers  
HAYWARD-RICH GRAIN CO., Commission, Brokerage  
HILL, LEW, Strictly Commission  
HOOSIER GRAIN CO., Consignments only

KENDRICK & SLOAN CO., Hay and Grain  
H. E. KINNEY GRAIN CO., Receivers and Shippers  
LAMSON BROS. & CO., Grain, Seeds  
E. LOWITZ & CO., Grain Commission  
McCARDLE-BLACK CO., Grain Merchants  
CARL D. MENZIE GRAIN & BROKERAGE CO., Brokers  
and Grain Commission  
MERCHANTS HAY & GRAIN CO., Hay, Grain, Feed  
SAWERS GRAIN CO., Consignments, Commission  
and Brokerage  
URMSTON GRAIN CO., Grain Commission  
FRANK A. WITT, Grain Commission and Brokerage

# REXALL DOUBLE — STITCHED CONVEYOR and ELEVATOR BELTING

## Records That Mean Something

Each time we hear of a Rexall belt with a service record a block long, we are naturally proud—but it doesn't mean so much to us as some other Rexall records that we have.

Picking out several individual instances of exceptional performance is really not so much of a belt test after all. The real test comes in showing what 1000 or 2000 belts are doing—week in and week out—under varying conditions throughout the country.

We would rather tell about thousands of Rexall belts delivering the regular dependable money-saving Rexall service than to pick out one or two instances of unusual interest.

Rexall belts can deliver the proof in both cases. Individually and collectively Rexall belts have made good. We can prove they wear longer, give less trouble and are most economical. Every time you buy belting that gives you less than the Rexall standard you lose money.

## IMPERIAL BELTING COMPANY

Factory and General Offices: CHICAGO

Branches: New York

Pittsburgh

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400,000 BUSHEL ELEVATOR

FOR

**Postum Cereal Co.**

Battle Creek, Mich.

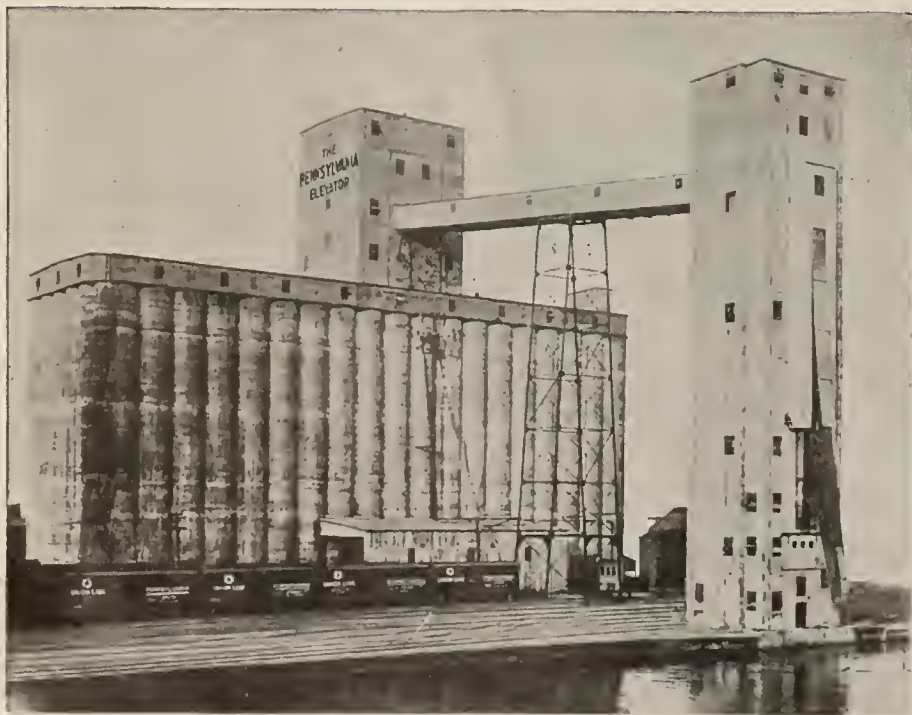
MAKERS OF

POST TOASTIES, POSTUM CEREAL  
AND GRAPENUTS**"There's A Reason"****Macdonald Engineering Company**

53 W. Jackson Boulevard, Chicago

**Reinforced Concrete Storage**Argo Illinois Plant  
Corn Products Refining Company*One of Forty Structures We Have  
Built for this Company***LEONARD CONSTRUCTION COMPANY****ENGINEERS and  
CONSTRUCTORS**McCormick Bldg.  
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NEW YORK*We Invite Your Inquiries***FOLWELL-AHLSTROG CO.****Engineers and Contractors***Designers and Builders*

OF

Grain Elevators, Flour Mills, Industrial Plants, and other  
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PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine  
Tower. Reinforced Concrete. Latest improvements. Write us for  
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2051-6 McCORMICK BUILDING, CHICAGO

**THE POLK SYSTEM**All-steel machines for all kinds of  
**CIRCULAR CONCRETE CONSTRUCTION**We contract grain storages, water  
towers and coal pockets.**Polk-Genung-Polk Company**Great Northern Bldg.,  
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Indiana**CONCRETE  
ELEVATORS  
and MILL  
BUILDINGS****DEVERELL, SPENCER & CO.**  
GARRETT BUILDING  
BALTIMORE, MARYLAND

**TWO MILLION BUSHEL FIRE PROOF  
RECEIVING ELEVATOR**

FOR

**Washburn-Crosby Company**  
Minneapolis, Minn.*Write us for designs and estimates*

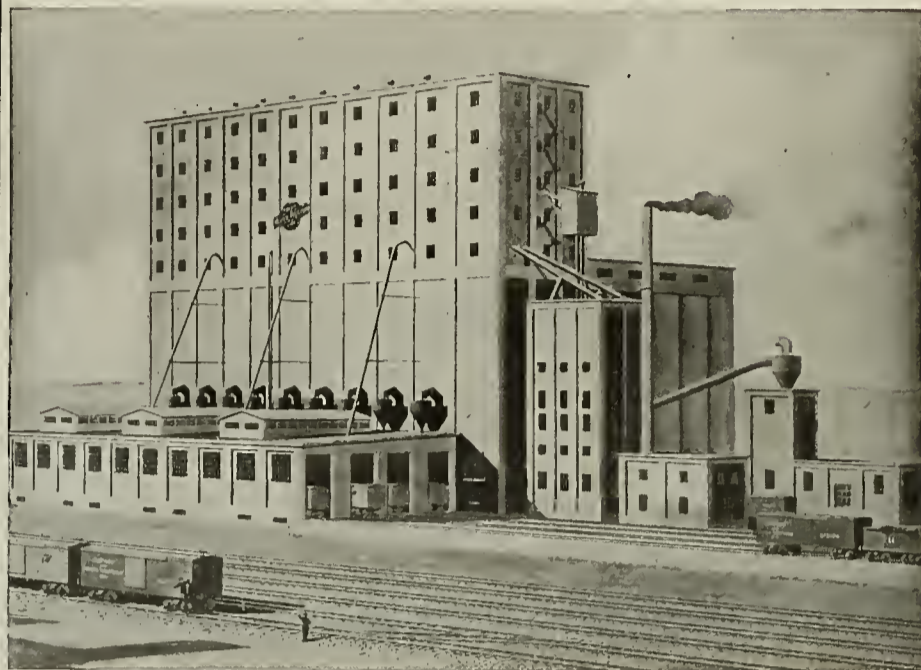
We Design and Build Elevators, any type of construction, in any part of the World.

**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

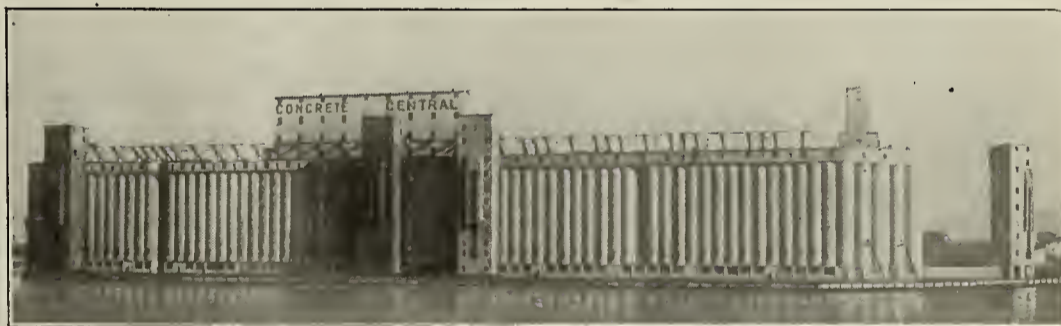
W. R. SINKS, Manager

CHICAGO, ILL.

Chicago & Northwestern Railway Company's New  
Reinforced Concrete Grain Elevator at Council  
Bluffs, Iowa, for the Updike Grain  
Company of Omaha, Neb.Our experience covers every branch of grain elevator  
building work as well as any type or style of construc-  
tion to meet requirements in any locality.*Designs and estimates promptly furnished.***Witherspoon-Englar Company**

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**MONARCH**Built Elevators  
Assure You  
Economical Design  
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Efficient Operation  
and  
Satisfaction  
Let Us Submit  
Designs and PricesOne of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.****MONARCH ENGINEERING CO.****BUFFALO, N. Y.****The Barnett & Record Company**  
**GENERAL CONTRACTORS**

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**Reinforced Concrete and Steel Ore Dock con-  
structed at Superior, Wisconsin, for the Allouez  
Bay Dock Company. Entirely Fireproof.*Write for Designs and Estimates*

OFFICES:

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Canadian Government Railway's Elevator and Gallery System, St. John, New Brunswick.

**Recently Completed**

**Capacity 500,000 Bushels**

**Designing and Consulting Engineers for Entire Work**

**JOHN S. METCALF CO., Limited**  
**GRAIN ELEVATOR ENGINEERS**

54 St. Francois Xavier Street, Montreal, Canada

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**BALLINGER & McALLISTER**  
**CONTRACTORS - DESIGNERS**  
Grain Elevators Ear-Corn Plants

Locust Street Viaduct **COMPLETE** Bloomington, Ill.

**L. A. STINSON**  
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**ELEVATORS, MILLS AND WAREHOUSES**  
**COMPLETE**

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*Grain Driers, General Overhauling and Improvements*

**BLAYLOCK & KNAPP**  
**STEEL CONTRACTORS**

Monadnock Block

CHICAGO, ILL.

*All classes of Steel and Iron Work designed, delivered and erected complete.*

*We furnished the steel and iron work for the following recently constructed grain elevators and mills: C. & N. W. Ry. Elevator, Council Bluffs; Kentucky Public Elevator, Louisville; American Milling Co., Peoria; Municipal Grain Elevator, Portland, Ore.; Rosenbaum Bros. Feed Mills, Chicago, etc.*

**WALLS, BINS and GRAIN ELEVATORS**

By MILO S. KETCHUM  
Second Edition. 556 pp., \$5.00

Design and construction are covered completely in this book. The new edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

**MITCHELL BROS. PUBLISHING CO., 431 So. Dearborn St., Chicago, Ill.**

## GRAIN DRIERS

are essential to conservation of corn. No modern grain handling plant should be without one. Allow us to place before you plain, honest facts concerning driers and learn why the one pre-eminent is

**MORRIS**

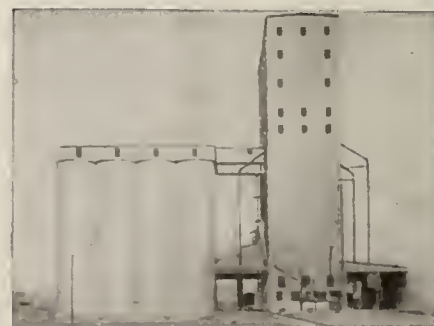
*"The drier designed to ultimately cost less"*

**The Strong-Scott Manufacturing Co.**

*"Everything for every mill and elevator"*

MINNEAPOLIS GREAT FALLS SPOKANE WINNIPEG, CAN

## OUR 1919 RECORD



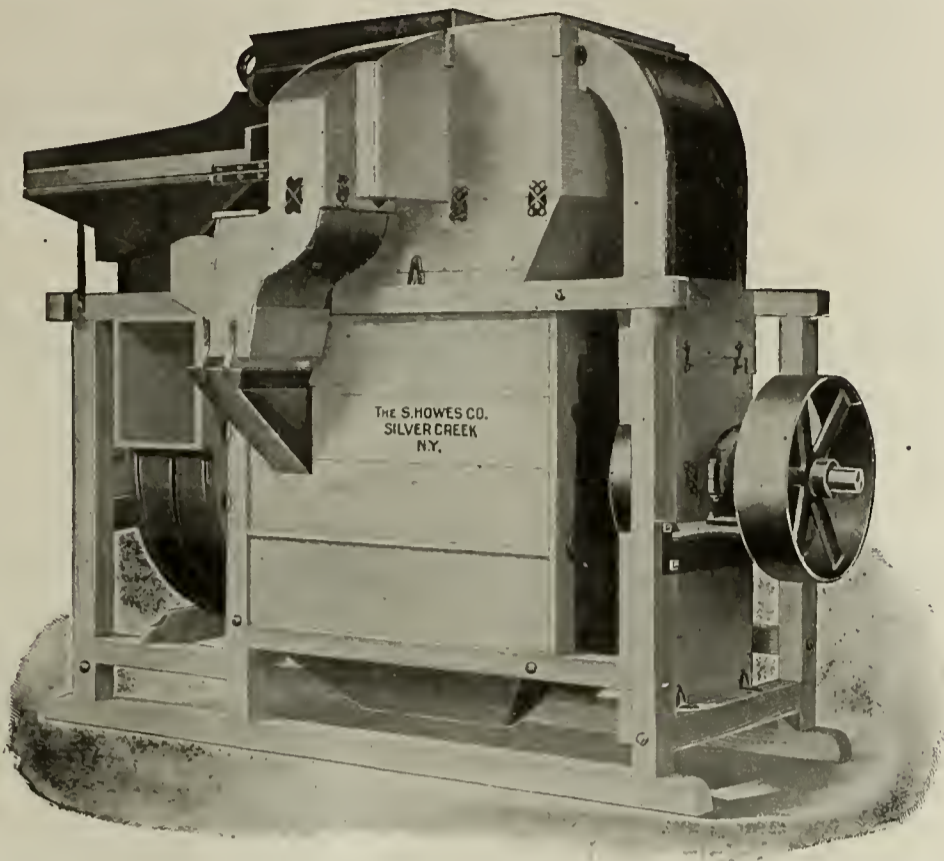
Kansas City Southern Ry. Terminal Elevator

We have taken over 100 contracts. We have completed most of them, and we will add 100 to our customers list. Our services are available to you.

*Call, wire or write and we will be there.*

Grain Elevators, Mills, Coal Pockets

**Burrell Engineering & Construction Co.**  
WEBSTER BUILDING CHICAGO, ILL.



"Eureka"  
Oat Clipper

with Ball Bearings

*Ask someone who owns one*

The thing the owner of a "Eureka" admires most in his machine is its Constancy. He knows that he can always depend upon it to do satisfactory cleaning. It gives him Constancy in performance, and he gives it back Constancy in friendship. Thus do the manufacturer's sales grow by one owner recommending the "Eureka" to another.

## EUREKA OAT CLIPPERS

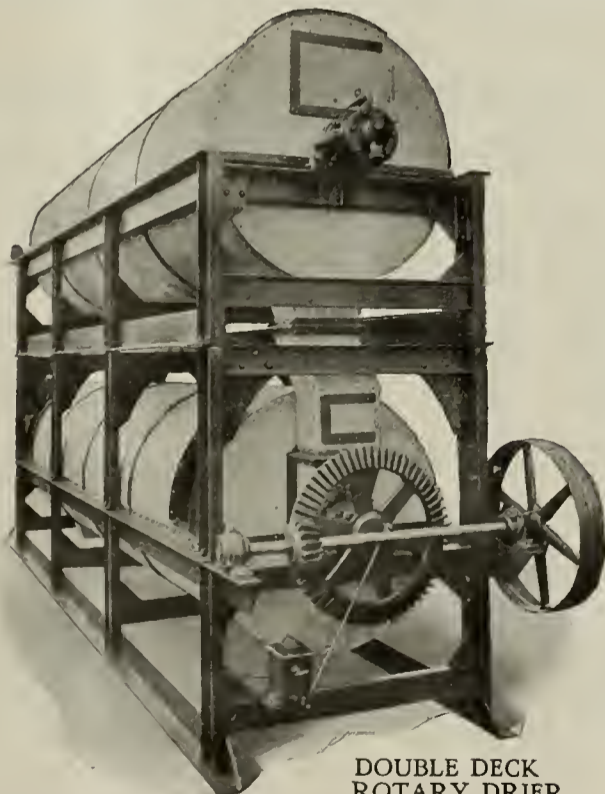
have distinguished themselves over a long period of years in the hands of men who insist that things must move with clock-like regularity, and who judge equipment by its ability to do good work 365 days a year.

**S. HOWES COMPANY, Inc.**  
SILVER CREEK, N. Y.

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W. M. Mentz, General Delivery, Sinks Grove, W. Va.  
J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.  
F. E. Dorsey, Savoy Hotel, Kansas City, Mo.

## The Ellis Double Deck Rotary Drier

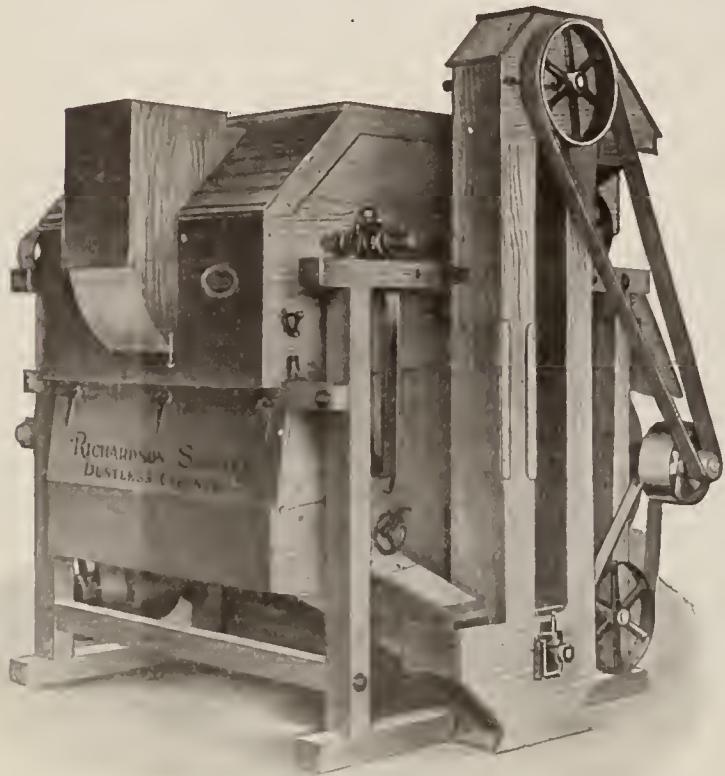


DOUBLE DECK  
ROTARY DRIER

THE Ellis Double Deck Rotary Drier, Type B, is designed to handle material which requires the reduction of large percentages of moisture. The material to be dried is spouted into the high end of the upper drier and after passing from end to end the material drops by gravity into the lower drier section where the drying process is completed. From the point of view of floor space occupied, the Double Deck Rotary is exceptionally economical and is to be recommended where large capacity is desired and the floor space available is limited.

**THE ELLIS DRIER COMPANY, Chicago, U. S. A.**

## THE RICHARDSON SIMPLEX



## THE DUSTLESS CLEANER

## Have You Ever Noticed

how dirty some elevator work floors are—some cleaner throwing out clouds of dust, causing personal discomfort and possibilities of advanced insurance rates?

*Those Houses Do Not Have the*

## SIMPLEX CLEANER

Easy to Operate—Large Capacity—Small Floor Space

Wheatland, Wyo., April 9, 1919.

Richardson Grain Separator Co.,  
Minneapolis, Minn.

Gentlemen:

We are so well satisfied with the work of the No. 2-60- Richardson Simplex Grain Separator we bought from you in January for our elevator at Wheatland, Wyoming, that you may book our order for a No. 3-70- Simplex to be shipped to us at Slater, Wyoming about July 1st, 1919.

The workmanship, material used in their construction and the class of work they do put the Richardson Simplex Cleaner in a class by themselves.

Had we had our elevators equipped with these cleaners at the beginning of the season they would more than have paid for themselves the first year.

We certainly would advise any one intending to build an elevator to look over the Richardson Simplex Cleaners before placing an order for any other make, for they have the capacity and deliver the goods.

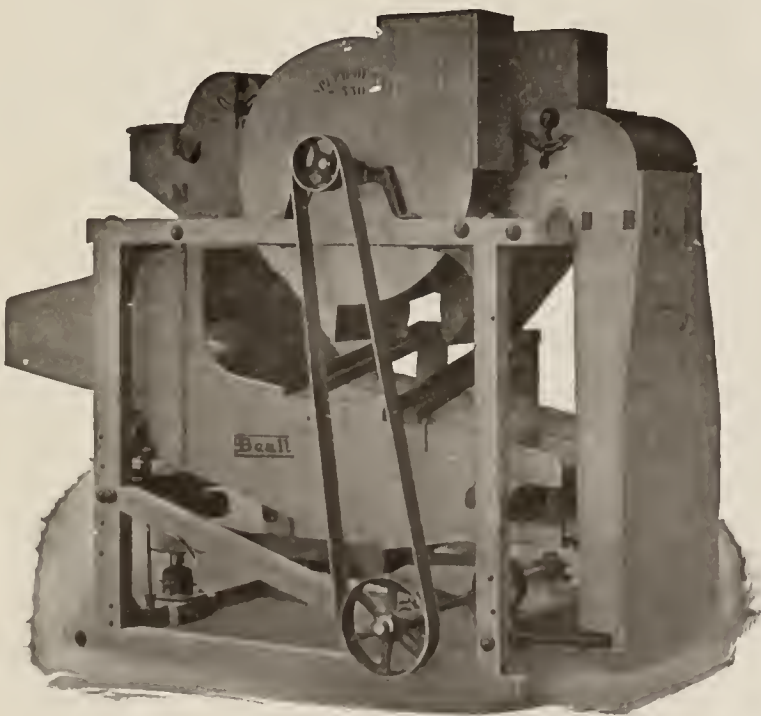
Yours truly,  
Manning Elevator Co.,  
By S. Manning, Mgr.

Write for full information

Richardson Grain Separator Co.  
Minneapolis                      Winnipeg

## How to Select the Best

**Beall**  
THE MARK OF QUALITY



Built in ten sizes

Our illustrated catalog is designed to help discriminating buyers select the proper warehouse and elevator separators which insure the best results in the operation of the grain elevator plant. The high standards of quality of these machines are fully set forth and irrefutable arguments presented showing why the machines are the best to be employed for this class of work.

*The catalog will be mailed anywhere on request.*

**The Beall Improvements Co., Inc.**  
Decatur                      -                      -                      -                      -                      Illinois

# The Ankorite Plan Sells Posts— Read Mr. Hopkins' Letter

Lumber  
Mill Work  
Cement  
Plaster  
Lime  
Grouting Compound  
Building Paper  
Screen Doors  
Roofing  
Steel Posts  
Cedar Posts

W. A. Hopkins

H. H. Hopkins

**HOPKINS LUMBER CO.**  
(Successor to France Lumber Co.)

EVERYTHING IN BUILDING  
MATERIAL

Telephone 97

Cool  
Brick  
Blocks  
Tile  
Sewer Pipe  
Sand  
Paints  
Glass  
Ladders  
Poles  
Gates

Lamoni, Iowa

November 18th,  
1919

Calumet Steel Co.,  
Chicago, Illinois

Gentlemen:—

We are entirely out of ANKORITE Steel Posts. The shipment of 750 that we received on October 23rd didn't last very long. The Ankorite Post is surely an easy post to sell. We have sold 150 of these posts to a farmer who has told us not less than five times that he would not have a steel post on the place. When he saw the Ankorite he changed his mind.

The National advertising that you have been doing, coupled with the circularizing of our mailing list and our work on this end has seemed to be quite effective. You will note by referring to your order files, that we gave your salesman, Mr. Harris, an order for a car of these tee posts. Now that our entire supply has been exhausted, we are very anxious that you make immediate shipment of the order. They are setting the fence over on the road that we wrote you about in the spring and the farmers are now busy re-setting their fences.

Now, we are especially anxious that you make immediate shipment of the car of these posts so that we may be able to supply all the demand that we may have for posts that are likely to be used along this new road.

Trusting that you are in a position to get this order right out, we are

very truly yours,

HOPKINS LUMBER COMPANY  
*H. H. Hopkins*

## Here Are the Posts Mr. Hopkins Sells





## Four Thousand Posts in One Day!

A. W. West, of State Center, Iowa, population 700, got a little group of farmers into his store one day last May, and following a demonstration by one of our salesmen, booked orders for more than 4,000 Ankorite Steel Drive Posts!

With that "send-off" he sold 7,000 additional Ankorite Posts during the year without special effort, clearing a handsome profit.

Mr. West is ordering by the carload for 1920. He has many fine installations around State Center to point out to his prospects, and farmers are already placing orders for spring delivery.

Your opportunity is just as great or greater—don't pass it up!

# NOW is the Time to Reach the Farmers Who Plan to Fence This Spring-

Have you any idea of the tremendous amount of fencing and repairing that **MUST BE DONE** this spring? Drive out through the country around you and look at the leaning, sagging, broken, rotted wooden posts—literally **MILES** of them! Those posts **MUST** be replaced—and you can replace 90% of them with



But you'll have to **order** your stock early in order to take advantage of our hard-hitting co-operative sales plan — (see next page).

Farmers are buying **right now** for spring fencing and repairing. We're getting hundreds of inquiries daily, asking where Ankorite Posts may be bought. Farmers want to begin work just as soon as the frost is out of the ground.

## Time is Short — Get the Posts!

You know the difficulty of getting freight shipments through promptly. We need your co-operation. Anticipate your needs for the entire year if possible and give us shipping instructions.

Don't let the spring demand catch you without a stock of posts on hand. Farmers want Ankorites, but **THEY WON'T WAIT**—they'll buy a substitute or look elsewhere if you can't supply them. Some dealer in your community will make a handsome profit this year by securing the exclusive sale — we want **YOU** to be that dealer.

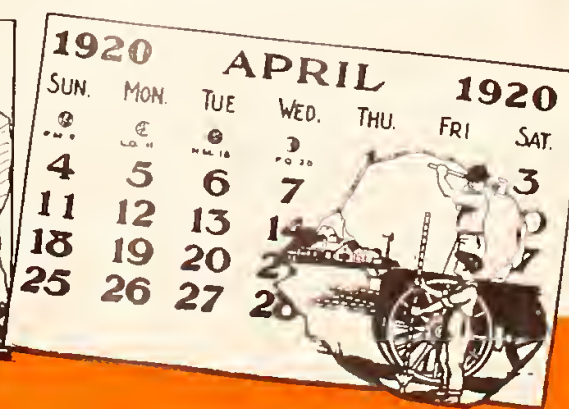
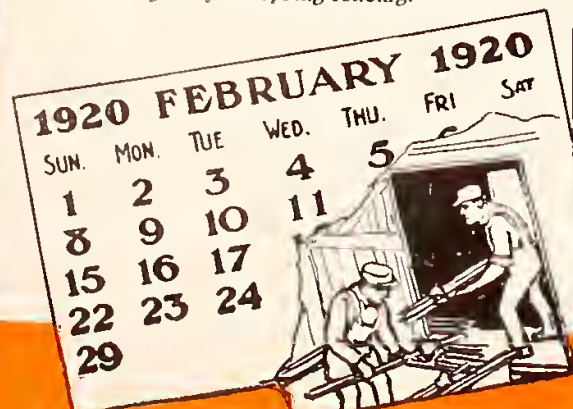
## CALUMET STEEL COMPANY

208 South La Salle Street, Chicago

By all means order your stock of Ankorite Steel Drive Posts this month—otherwise you'll have to pass up the orders of the progressive, far-sighted farmers who are planning early for spring fencing.

The buying of Ankorite Steel Posts is heavy in March. That's the time to reach your prospects with our hard-hitting direct sales plan.

Fencing begins in earnest in April—but that's too late to work out your selling plans. Most of the farmers will buy or make up their minds about their posts before that time.



2 Sturdy  
**Ankorite**  
Types  
Angle-"T"



Patented Aug. 21,  
1917. Other  
Patents Pending



# A Steel Post with a real Sales Plan Behind it.

This big 24-page three-color Prospectus contains the most practical and most complete co-operative sales plan you've ever had an opportunity to use. It shows you how we go "all the way" with Ankorite dealers to get the cream of the fence post business. It describes and illustrates nine distinct methods by which you can sell more posts than you ever sold before — easier.

By all means get this book — no expense or obligation.

## — And Here's the Mill Behind the Post

Every Ankorite Steel Drive Post is made complete in these big, modern steel mills. Capacity 40,000 posts a day — enough to build 125 miles of fence. As a result of the tremendous demand for Ankorite Steel Drive Posts we have almost doubled our capacity and are in better position than ever to fill your orders fully and promptly.

Don't forget that the resources of the Calumet Steel Mills are behind every Ankorite Post you buy, not only guaranteeing an excellent product and prompt shipments, but A DEALER CO-OPERATIVE PLAN THAT CANNOT BE DUPLICATED.

## CALUMET STEEL COMPANY

208 South La Salle Street

Chicago

### Calumet Steel Company

208 S. La Salle St.  
CHICAGO

Gentlemen: — Please send me your Dealer Prospectus and details of your co-operative selling plan.

Name \_\_\_\_\_

Address \_\_\_\_\_

(Don't fail to mail this coupon — it implies no obligation whatever)



Works of Calumet Steel Company

Established 1907

## The Manufacture of Good Grain Elevator Machinery



Front View of Salem Bucket

involves much more than ordinarily comes under the observation of the average grain elevator owner.

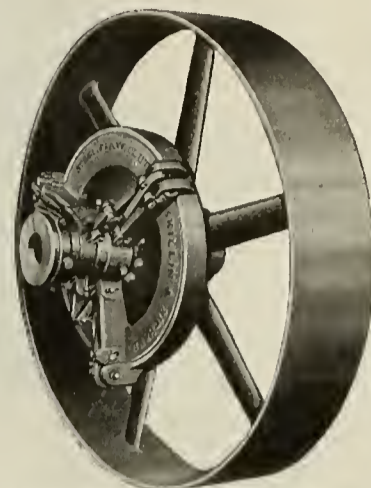
Therefore, in ordering his elevator machinery equipment the elevator proprietor or manager should choose the machinery of a reputable house, whose goods are guaranteed by length of years in service and experience.

The Skillin & Richards Manufacturing Company knows every end, and all the ins and outs, of the grain elevator machinery manufacturing business. The quality of material, the mechanic's skill, the latest patterns, are subjects which they have studied so thoroughly as to be adepts in those arts.



Back View of Salem Bucket

It is therefore with pleasure that they offer their services, advice, and machinery to the grain and allied industries during the coming year of 1920, guaranteeing that the trade can secure no better machinery for the money, and questioning very broadly, if it can obtain as good.



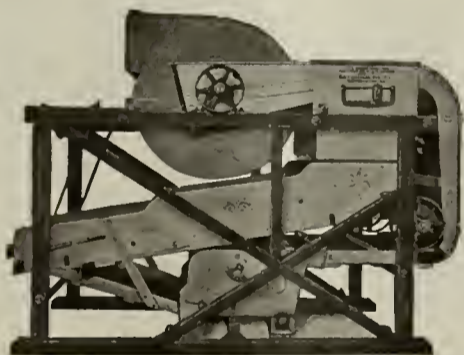
Standard Steel Plate Clutch and Pulley



Standard Weight Screw Conveyor

*Send for our 500-page catalog No. 18*

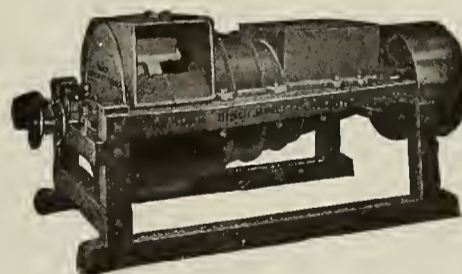
**Skillin & Richards Manufacturing Co.**  
4515-4560 Cortland Street CHICAGO, ILL.



The U. S. Grain Cleaner



The Constant  
Safety  
Ball-Bearing  
Man-Lift



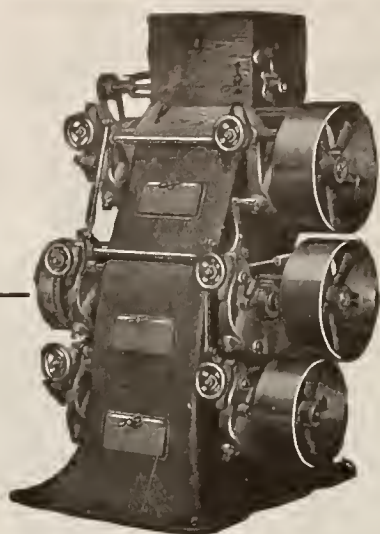
The U. S. Corn Sheller

**We Couldn't Make All the Machinery in the World  
So We Decided to Make the Best of It**

Constant Machines Are Noted for Reliability, Simplicity and Durability  
and Are, in Short, the Best That Can Be Secured for the Money

*Let us know your needs for 1920. We can fill  
every want in the line of Grain Elevator Machinery*

**B. S. CONSTANT MANUFACTURING CO.**  
BLOOMINGTON ILLINOIS



## You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

### N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.  
If you haven't got it we will send it on request.

Everything  
for the  
Modern  
Mill

**Nordyke &  
Marmon Co.**  
INDIANAPOLIS, IND.  
Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

*America's Leading Mill Builders*



The Sign of Efficiency  
**MORSE DRIVES**  
The Sign of Durability  
Positive as Gears  
Flexible as a Belt  
Longer Life



Cargill Elevator, Minneapolis, Minn.

## "Another Morse"

There are Motors of 110 Horsepower with Morse Drives in the Cargill Plant

FIFTY country elevators out of 97 examined, were equipped with motors ranging from 10 to 50 horsepower.

COME TO US if you have belting difficulties with a higher cost and a lower output per unit power than your competitors.

MORSE DRIVES where you now have belts and gears will eliminate worry, attention, trouble, slippage and power loss. There is a Morse Silent Drive that will meet just your requirements. No matter how severe the service or how difficult the installation, Morse Silent Chain Drive installations have encountered the same problem and will show a good solution.

In these strenuous times early specifications of requirements are very desirable to insure prompt deliveries.

## Morse Drives

Give greater output in a given time.  
Give steadily, noiseless, clean, never failing.  
Cost less to operate, 99% efficient.  
Longer life, less to maintain, less depreciation.

### Morse Engineering Service

Whenever you have any special problems with which you feel we can help you, please call our nearest office. Confer with our experts. A drive somewhere may need speeding up, or for special service in Dust, Gases, Steam, around acids, or increase power.

MORSE Drives insure against competition.

Let us have your problem.  
You will be in no way obligated.

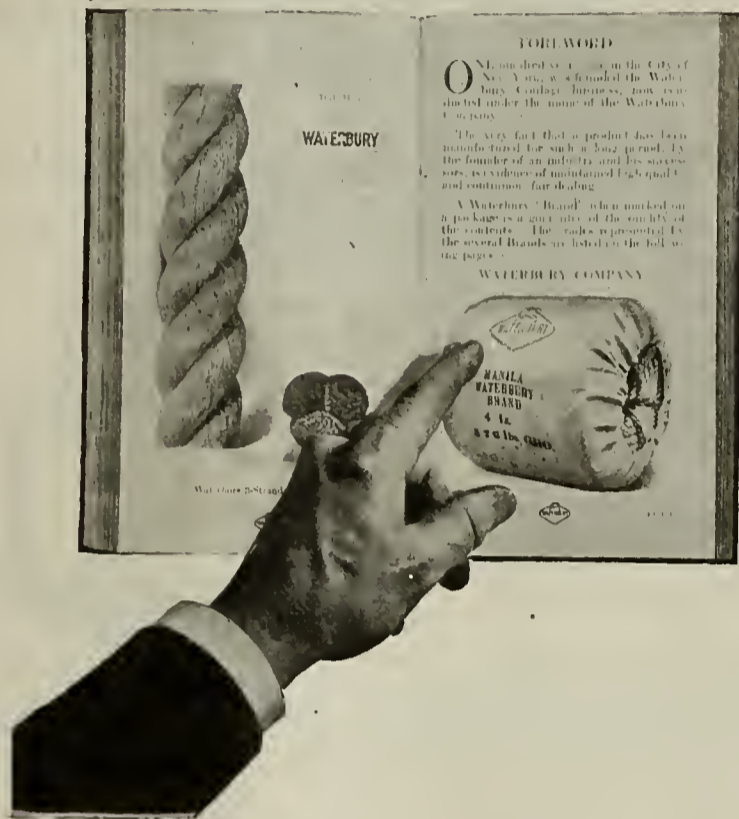
## Morse Chain Co., Ithaca, N. Y.

### ENGINEERING SERVICE OFFICES

BOSTON, Mass. .... 141 Milk Street  
CHICAGO, Ill. Merchants L. & T. Bldg.  
CLEVELAND, O. .... Engineers Bldg.  
DETROIT, Mich. 1003 Woodward Ave.  
GREENSBORO, N. C. 805 Ashboro St.  
NEW YORK CITY. 50 Church Street  
PITTSBURGH, Pa. Westinghouse Bldg.  
SAN FRANCISCO, Cal. ....  
Atlanta, Ga. .... Earl F. Scott, M.E.  
Candler Bldg.

KANSAS CITY, MO. ....  
Morse Engineering Co.  
Finance Bldg.  
MINNEAPOLIS, Minn.,  
Strong-Scott Mfg. Co.  
413 Third Street, S.  
ST. LOUIS, Mo. Morse Engineering Co.  
Chemical Building.  
CANADA. .... Jones & Glassco, Regis'd  
Montreal, St. Nicholas Building.  
Toronto, Bank of Hamilton.

# That WATERBURY brand on cordage is enough



for anyone who ever has used a Waterbury rope. He **knows** it is good rope before he takes the burlap off the coil.

The hundred odd years that the Waterbury Company has been making Manila rope is in itself sufficient proof of the quality in the rope. A demand for the same rope would not keep up for more than a century, if there were any better rope to be had.

—That's why standard first quality Manila rope is branded **WATERBURY**.

## WATERBURY COMPANY

63 PARK ROW, NEW YORK

CHICAGO . . . . . 1315-21 West Congress St.  
SAN FRANCISCO . . . . . 151-161 Main St.  
NEW ORLEANS . . . . . 1018 Maison Blanche Bldg.  
DALLAS, TEX. . . . . A. T. Powell & Co.

The Rope Handbook, which the Waterbury Company publishes, is a 220-page manual on rope of every description. If you want to know anything—or everything—about rope, you'll find it in the Waterbury Rope Handbook. And a copy is free on request.



2331-W



**"Scientific" Motor Driven Attrition Mill; also made for Belt Drive.**

### How Quality Is Built Into Bauer "Scientific" Attrition Mills

"Scientific" Mills are scientifically designed and built. There is absolutely no place for guess work or haphazard methods in the making of any part.

Our raw materials are bought under a guaranteed analysis and thoroughly tested in our own chemical laboratory before we use them.

Our Grinding Plates are made of a special mixture of selected ores, the mixing of which is done under the direction of our chemical laboratory. We'll gladly go into details concerning these tests and mixtures if you are interested.

Quality is thus built into "Scientific" Mills. It means a lot in service to you.

Ask for Our Catalog

## THE BAUER BROS. CO.

517 Bauer Bldg. Springfield, Ohio, U. S. A.

We also make Single Disc Mills, Centrifugal Bolting Reels, Corn Crackers, Breakers, etc.

# SCIENTIFIC



## Fairbanks Type "P" Wagon and Auto Truck Scale

Now you need a scale that will weigh heavily loaded auto trucks with dependable accuracy. The Fairbanks Type "P" Wagon and Auto Truck Scale has suspended platform construction—means that weighing mechanism is not harmed by the pounding and jarring of trucks on the platform. Knife edges and bearings are kept in continuous contact—long life and fine accuracy are assured. Backed by nearly ninety years of scientific scale construction.

**Fairbanks, Morse & Co.**  
MANUFACTURERS CHICAGO  
Engines - Motors - Fairbanks Scales - Light Plants - Feed Grinders, etc.

Throughout the entire  
year the highest stand-  
ard of QUALITY will  
be found in

## INVINCIBLE

Cleaning & Packing  
Machinery

Invincible Grain Cleaner Company  
Silver Creek, N. Y.



## "The Standard" Scales

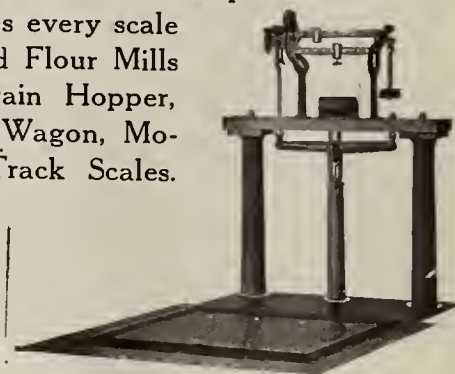
FOR GRAIN ELEVATORS

*Accurate Dependable Durable*

"The Standard" Scales are guaranteed to be strictly high grade throughout, both in material and workmanship.

"The Standard" line includes every scale used in Grain Elevators and Flour Mills—Portables, Dormants, Grain Hopper, Wagon, Automatic, Dump, Wagon, Motor Truck and Railroad Track Scales.

Send today for our latest Scale Catalogue No. 73. Mention the type of scale in which you are interested and we shall be pleased to give you full information regarding prices, etc.



The Standard Scale & Supply Company  
1631 Liberty Avenue, PITTSBURGH, PA.

NEW YORK, 145 Chambers Street  
PHILADELPHIA, 523 Arch Street

CLEVELAND, 1547 Columbus Road  
CHICAGO, 163 North May Street  
BALTIMORE, 409 North Gay Street

## The Corn Exchange National Bank

OF CHICAGO

Capital - - \$ 5,000,000.00  
Surplus and Profits 10,000,000.00

### OFFICERS

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### UNITED STATES DEPOSITARY

Foreign Exchange

Cable Transfers

Letters of Credit

Accounts of grain elevator operators and commission men  
throughout the country respectfully solicited

## Stern, Costly Facts

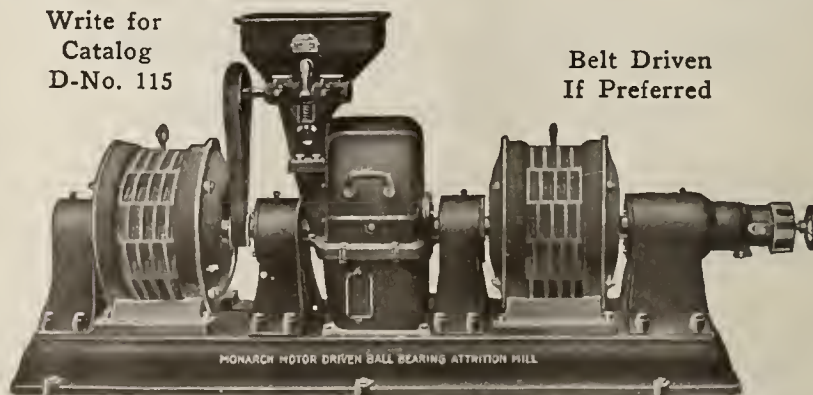
Are the little daily losses in time and lubricant; the repair stops and expenses; the trouble caused by uneven grinding and the maintenance bills of a babbitt bearing, out-of-date feed grinder.

We ask, as a plain business proposition, which would pay you better, to ignore these losses, which, in the aggregate, soon amount to a substantial sum of real money, or to protect yourself permanently from such loss by investing in

## The Monarch Ball Bearing Attrition Mill

Write for  
Catalog  
D-No. 115

Belt Driven  
If Preferred



The Monarch is never careless, heedless or inattentive to business.

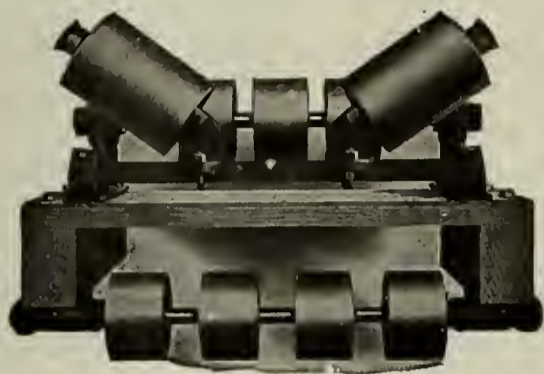
Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

The mission of this mill is to protect your profits; not by the grace of luck, but by inbuilt, original features which never cease to exist.

## SPROUT, WALDRON & CO.

Main Office and Works, MUNCY, PA. P. O. Box 320

Chicago Office: No. 9 South Clinton Street



## Improved Belt Conveyor

Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

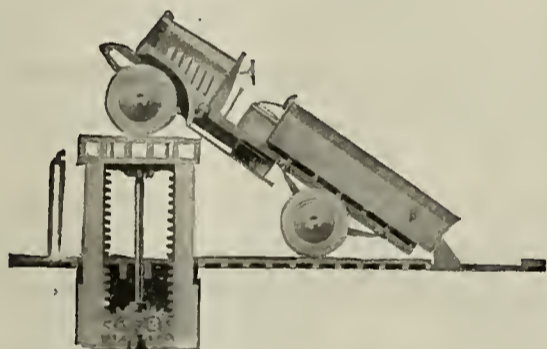
We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for supplies.

**H. W. Caldwell & Son Co.**  
Chicago, Western Ave., 17th-18th Sts.

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street  
DALLAS, TEXAS, 711 Main Street

## THE ONLY DUMP MADE On Sound Mechanical Principles

S  
A  
F  
E



S  
A  
F  
E

### TRAPP DUMPS

Yours is ready for you.

*Write about it.*

All kinds of elevator machinery.

**TRAPP-GOHR-DONOVAN CO.**

1125 North 22nd St.

Omaha, Neb.



## Permanence

The special Preston-Lansing method of construction, bracing block against block in ship-lap formation, makes a grain bin that is indestructible.

Note the illustration above of the Preston-Lansing Patented Block. Note the deep grooves at top and bottom. These allow for a thick layer of cement with twisted steel re-inforcing. Only a thin layer of cement shows between the blocks, giving a beautiful, smooth finish. The dead-air spaces protect the grain against extremes of temperature. Vitrified tile is water-proof—there is no danger of moisture seeping in, causing swelling and fermentation of the grain.

## Reduce Fire Risks

Preston-Lansing Grain Bins are absolutely fire-proof. Figured on a basis of yearly service, they are cheaper than any other type.

It will pay you to look into Preston-Lansing construction. Let us give you full details. Write for catalogues and prices.

**J. M. PRESTON CO.**

Dept. 426, Lansing, Mich.

Factories at Uhrichsville, Ohio;  
Brazil, Indiana; Ft. Dodge, Iowa.



North Elevator, Marion Co-operative Exchange, Marion, Indiana.

## Elwood's Grain Tables

Show the value of any number of bushels or pounds of **WHEAT, RYE, OATS, CORN OR BARLEY** at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

**\$1.50**

Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.

## Reliance Construction Company

Furnish Plans, Estimates and Build  
**COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

5 Board of Trade Building,

INDIANAPOLIS, IND.

## DOCKAGE TESTER

adopted by  
U. S. GOVERNMENT

Present conditions demand accuracy in testing grain—your profits depend upon your tester. Don't take chances with experiments or guess.

## EMERSON

is no experiment. It is men and officials who all times and under all

THE

NEW

## KICKER

used by all grain must have accuracy at conditions.

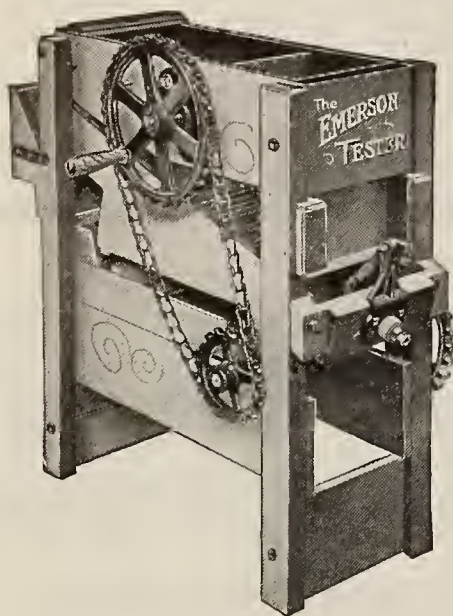
Can Be  
Furnished  
with Motor Drive

10,000  
KICKERS

are now in use—the Government uses over 100—Line, Independent and Farmers' Elevators all over find the Emerson dependable and a sure enough arbiter between seller and buyer on any dockage dispute.

Write for pamphlet and particulars.

Emerson Mfg. Co.  
2821 Lyndale Avenue So.  
Minneapolis, Minn.  
Winnipeg, Can.



## THE RECORDS

of the

Flour Mill and Grain Elevator  
Mutual Insurance Companies

show that 80% of all fires in Mills or Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished free of charge by this office, on request.

Mutual Fire Prevention Bureau  
OXFORD, MICHIGAN



Let Us  
Tell You  
HOW

## IT'S TIME to think about

installing a

## Cyclone Dust Collector

You've never made a wiser, better or more profitable investment for your elevator business.—Write.

## CYCLONE BLOW PIPE CO.

2542-52 Twenty-first Street, Chicago, Ill.

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

Get Samples and Prices  
on Adams' Seeds

We are exceptionally well supplied with several kinds of seeds in which there is a scarcity this year.

Get in touch with us at once on

Timothy	
Clovers	Alsike
Alfalfa	Rape
Popcorn	Red Top
Millets	Sweet Clover
Mixed Alsike and Timothy	
Canada Field Peas	

Northern grown seed—high in purity and germination test.

We sell and buy in carload lots or less.

The Adams Seed Company  
DECORAH, IOWA

*Write to Kellogg*

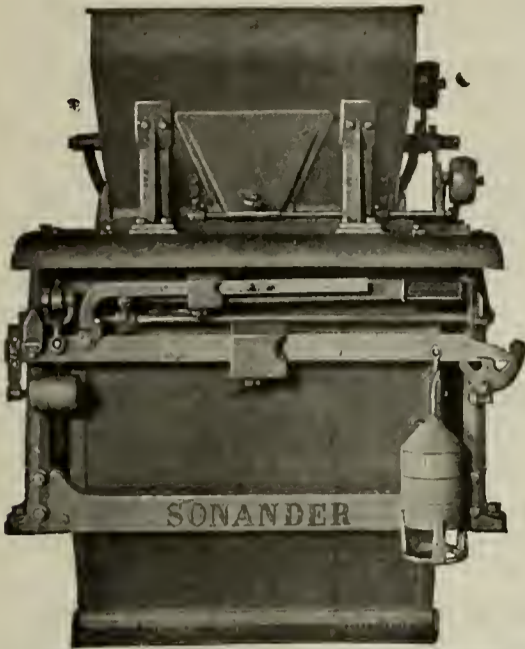
We Are Paying Top-o'-the-Market Prices for

ALSIKE	RED CLOVER
ALFALFA	WHITE CLOVER
	SWEET CLOVER

Send Us Samples

Whenever you're in the market—to buy or to sell—in carload lots or less—it will always pay you to WRITE TO KELLOGG

**Kellogg FIELD and GRASS Seed Co.**  
186-7 FLORIDA ST. MILWAUKEE, WIS.



Every grain shipper must "maintain adequate weighing facilities," etc., according to Section 21 of the Pomerene Bill. Then why not install a

## SONANDER Automatic Grain Scale

You will have to comply with the term "adequate" and surely want to insure payment of your railroad claims.

Write to your nearest office for booklet of accurate weighing of grain and the accuracy of the Sonander.

**Howe Scale Co. of Illinois**

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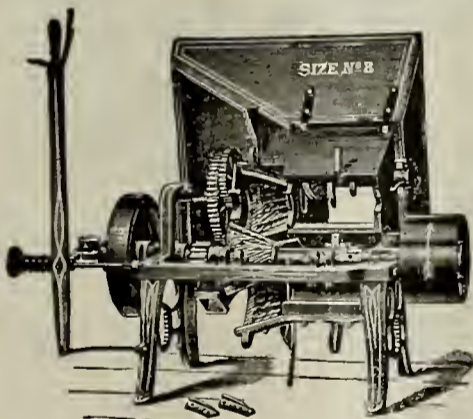
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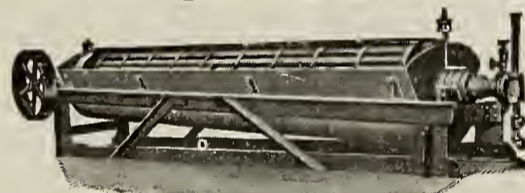


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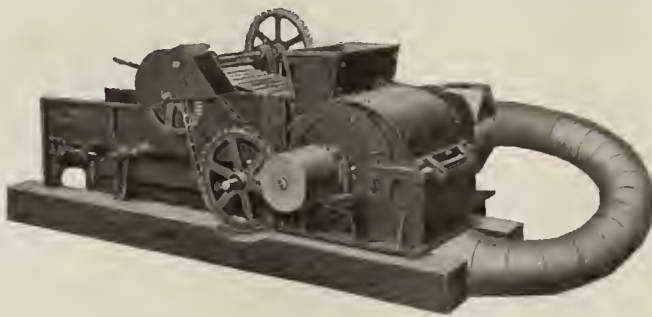
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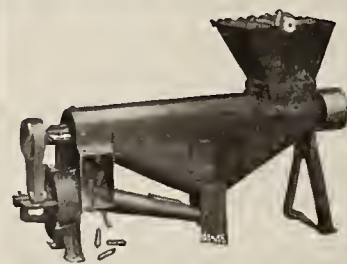
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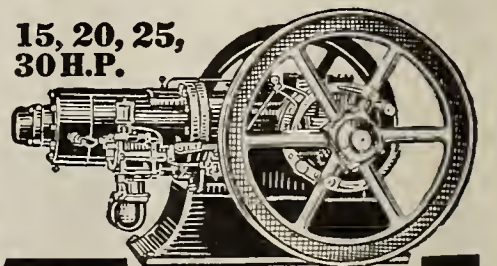
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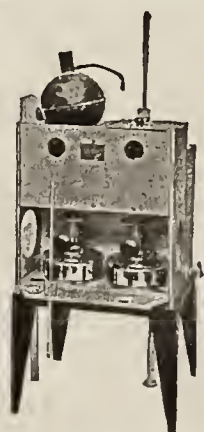
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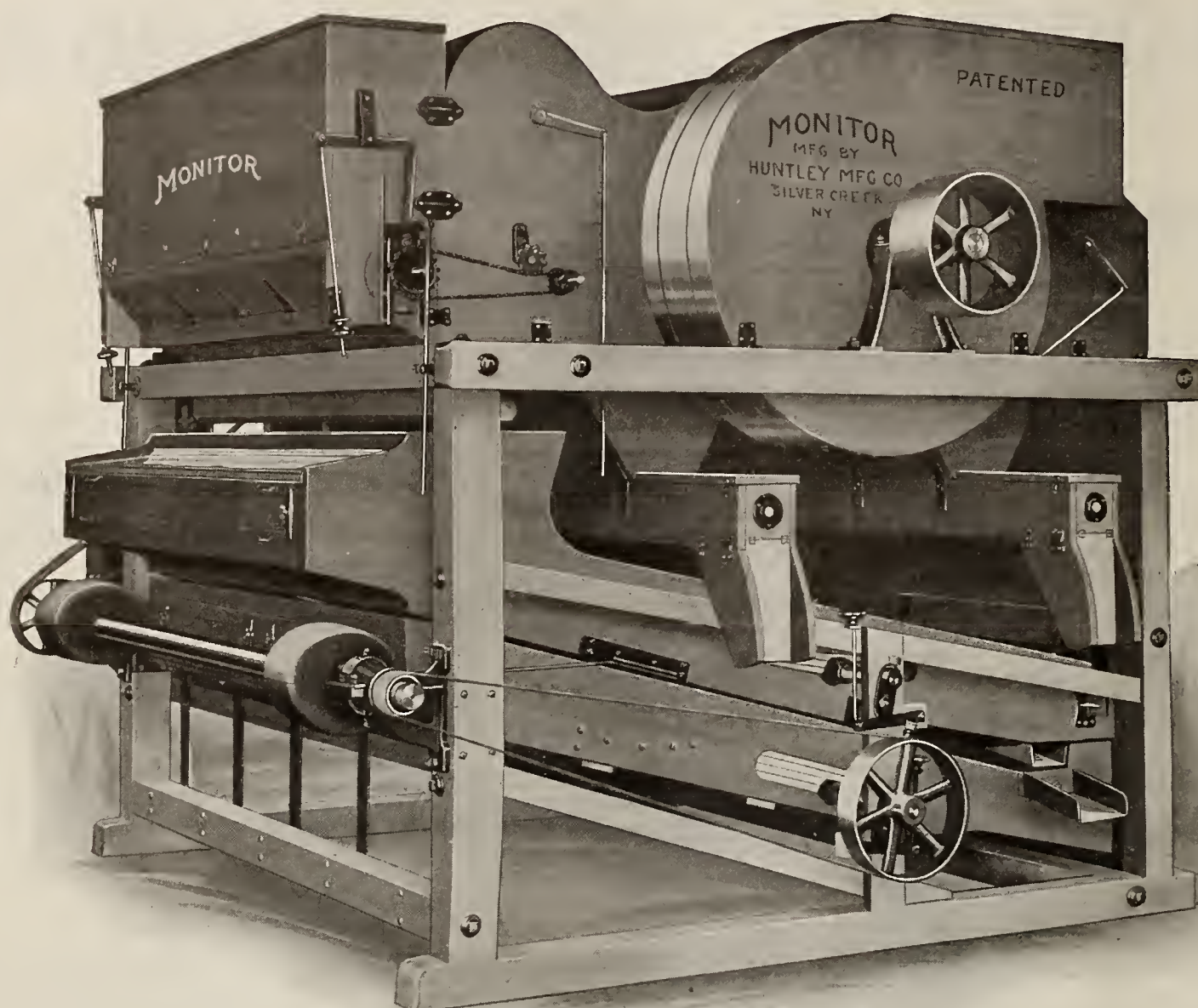
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VOL. XXXVIII

CHICAGO, ILLINOIS, JANUARY 15, 1920

NO. 7

## An Intermountain Grain Elevator at Ogden, Utah

New House of the Sperry Flour Company to Serve as an Assembling Place for Grain from a Wide Territory—Structural and Equipment Features on a High Plane

WHEN an organization consumes upward of 50,000 bushels of grain a day, it is quite essential that there should be a very large storage capacity to insure a constant supply during the season when the grain movement is slow and inadequate to the daily requirements. The many mills of the Sperry Flour Company on the Pacific Coast are all supplied with large storage capacity, but to further safeguard present consumption and to provide for a new milling unit, construction was started in the spring of 1919 upon a new grain elevator at Ogden, Utah.

Despite the strikes which delayed the work somewhat, the first carload of wheat entered the elevator on Saturday, October 18, and since that time grain has been arriving and is stored at the rate of from two to 10 carloads daily. Wheat will be stored in the Ogden elevator not only from Utah, Idaho and other Mountain States, but from Kansas and Nebraska also. The wheat will be blended at Ogden, and until the new mill, now under construction, is completed, will be shipped to the various plants on the coast. As the new plant has direct connections with the Union Pacific, Southern Pacific, and Oregon Short Line Railroads, its facilities for reaching all of the Sperry consuming centers are very good.

The elevator, of course, is of concrete construction. Any other material for a large capacity house would be an anachronism.

More than ever before will concrete dominate the structural world, for methods of handling in cold as well as warm weather, and the manner of reinforcing have been improved until it stands almost alone as a building material for large structures.

The capacity of the house is 700,000 bushels, divided between 18 circular bins, 23 feet, 6 inches in diameter and 90 feet high, and the interstice bins.

Grain cleaning is an important part of the routine work of the elevator and the house is equipped to clean 5,200 bushels of grain an hour. The equipment consists of two 200-bushel Niagara Grain Cleaners, made by the Richmond Manufacturing Company, and one Niagara Clipper. Practically all of the grain received passes through the

Three scales take care of the elevator weights, one 2,000-bushel Fairbanks-Morse, and two automatic scales. All the spouting in the house is metal, and there is an air suction at each point where grain falls, connected with the dust collection system. In addition to the equipment mentioned, there is a screenings separator or classifier

which grades the seeds, taking out the small weed seeds from the broken wheat oats, cheat, etc., so that the screenings can be disposed of to the best possible advantage.

The elevator is run by electric power furnished by a central station. There are 22 General Electric Motors ranging from five to 40 horsepower. The power is transmitted by Morse Silent Chain Drives. These drives are: One 40-horsepower on main elevator; four 10-horsepower Texas and basement conveyors; three five-horsepower on screening elevator and unloading belt conveyor; and one 1-horsepower on screw conveyor. Every modern convenience such as centralized electric control and intercommunication systems are installed and the equipment is as complete as the architectural features are pleasing. The attractive square head house is 52x48 feet in area and 165 feet high.

The Sperry Flour Company is such a large organization and has adopted such an advanced policy of expansion and improvement, that it finds it an economy to keep its own staff of engineers. M. C. Couchot, their consulting engineer, designed

and had charge of the erection to the building, which, considering the labor shortage and the difficulty in getting material, was completed in a remarkably short time.

Ogden promises to be an important assembling point. At present it is handling only wheat, but will later take in oats, corn and other grains. The quality of the intermountain grain has been demonstrated at grain shows for many years, and at the recent Inter-



NEW 700,000-BUSHEL ELEVATOR OF THE SPERRY FLOUR COMPANY AT OGDEN, UTAH

cleaning process before being sent to the bins.

There are two receiving pits for cars. Car pullers bring the cars into position and power shovels empty the grain into the pits. Two belt conveyors carry the grain from the pits to the elevator boots; two others distribute the grain to the tanks; and another pair carry it back to the head house underground. In all there are about 1,200 feet of belt conveyors in the plant.

national Show held in Chicago it ranked high in every class. As yet there is not enough raised to take care of the regional requirements, so that the mill which will be erected in conjunction with the elevator will have plenty to do without looking for export trade.

## A SURVEY OF WHEAT

For the first time in the history of wheat growing in America it will soon be possible to map the distribution of wheat varieties and to learn the large number of names under which the same varieties are known in different parts of the country. This result has been made possible by a comprehensive survey of varieties made by the United States Department of Agriculture, through the Bureau of Plant Industry and the Bureau of Crop Estimates working in co-operation. Schedules were sent to about 65,000 crop reporters to determine the distribution of wheat varieties, the source from which they came, the date of their introduction into the community, the percentage which each represents of the total wheat acreage in the community. The returned schedules have been studied, and about 1,000 letters of inquiry have been sent asking for additional information and samples.

## WINTER WHEAT PROSPECTS IN CANADA

The total area sown to fall wheat in Canada for the harvest of 1920 is estimated to be 776,400 acres, as compared with 714,700 acres last year, an increase of 9 per cent. The area sown in Ontario is placed at 717,000 acres, as compared with 652,000 acres last year, an increase of 10 per cent. In Alberta the area is 38,400 acres, as compared with 43,700 acres last year, a reduction of 12 per cent; in the other provinces, where fall wheat is sown to a small extent, viz., Manitoba and British Columbia, the area in Manitoba is 6,400 acres, as against 6,100 acres last year, and in British Columbia it is 14,600 acres, as against 12,900 acres.

The condition of fall wheat on October 31 is reported at 104 per cent, i. e., 4 per cent above the decennial average, as compared with 102 per cent last year and 87 per cent in 1917. In Ontario the condition is 107 per cent, as compared with 102 per cent last year and 87 per cent in 1917; in Alberta the percentage is 98 for this year and last year and in 1917 it was 99. In Manitoba and in British Columbia the percentage is 97 this year. Last year the percentage in Manitoba was 71 and in 1917 it was 110. In British Columbia the percentage last year was 98, and in 1917 it was 82.

## CHINESE WHEAT TO BE RECKONED WITH

As in the case of cotton, the greatest statistical uncertainty exists as to the amount of wheat annually grown in China. It is known that the consumption of wheat, in the form of flour, has been increasing with considerable rapidity in all sections of China except the Southern provinces, where rice is the staple article of food. It has also been known that in the Northern provinces the production of wheat is carried on upon an extensive scale and that the products of wheat form an important part of the food of the population. Only vague guesses as to the amount of this production, however, have been available; nor has it been known whether or not in the course of time China might be expected to take its place among the wheat-exporting countries of the world. Some light is thrown upon these questions by a recent report to the Department of Commerce, Washington, from Julien Arnold, United States commercial attache, Peking. Mr. Arnold writes:

"It is impossible to estimate with any degree of satisfaction the amount of wheat grown in China. It is the staple crop of North China, just as rice is the staple of South China. It would seem that 200,000,000 bushels would not be an unsafe esti-

mate. In Manchuria the yield is estimated at less than 20 bushels to the acre, giving a total for all Manchuria of 60,000,000 bushels. In Shantung, where there is intensive cultivation and fertilization, the yield reaches 40 bushels to the acre, as also in the Wei Basin in Shensi, but in many parts of China it does not exceed 10 or 15 bushels. The question is only one of economic transportation in the wheat-growing sections; the solution of this problem will place China in the category of flour-exporting nations."

## THE STORY OF A SUCCESSFUL CAREER

When Fred M. Williams, president of the Horse Publicity Association of America, started his business career he was not interested in horses. Railroading occupied his attention from 1879 when he left school at the age of 16 to become baggage master in his home town of Pierrpont Manor, Jefferson County, N. Y., until 1901 when he left the New York Central to form a co-partnership with W. D. Power under the firm name of W. D. Power & Co.,



FRED M. WILLIAMS  
President, Horse Publicity Association

since which time he has been the executive head of this hay and produce commission firm.

In the railroad game Mr. Williams had many interesting experiences and was always successful in whatever department he happened to be. At various times he was at Ogdensburg, N. Y.; Minneapolis, Minn., when the population was 45,000; Winnebago, Minn.; St. Paul; and Superior, Wis. It was while at St. Paul in 1890 that his son, Payne, was born. Payne is now acting as executive assistant to the president in the Horse Association.

Mr. Williams has been in the mechanical, the freight and the passenger departments so that he knows the railroad business thoroughly. It was in 1897 that he incurred the grave displeasure of the late James J. Hill. In that year there was very keen competition for the Grand Army business between the Northwestern and the Great Northern Railway, Mr. Hill's road.

Mr. Williams wrote an article appearing in the daily press which called Mr. Hill's road—"two streaks of rust running down through the woods." The article got Mr. Williams the business and got Mr. Hill's goat to such an extent that Mr. Hill personally visited E. W. Winter, the general manager of the Omaha Road, for the purpose of having the offending member of Mr. Winter's staff removed. Needless to say, Mr. Hill did not succeed.

In the hay and produce business Mr. Williams has been even more successful than in railroading. His firm enjoys the reputation of being one of the leading commission houses in New York and handles yearly about one-eighth of all the hay coming to that city.

Mr. Williams has always been active in trade associations and this year (1920) is a vice-presi-

dent of the National Hay Association; president of the New York State Hay & Grain Dealers Association; director of the New York Hay Exchange Association; member of the Commercial Law Committee of the Merchants Association of New York; member of the Chamber of Commerce of the United States; member of the Harlem Chamber of Commerce; president of the Horse Publicity Association.

## CEREAL WEIGHTS BELOW NORMAL

Figures recently obtained by the crop reporting specialists of the United States Department of Agriculture indicate how plant diseases, adverse weather conditions, and the like reduce crop yields to a greater degree than is shown in bushels or other units of measure.

Wheat of the 1919 crop has an average weight per measured bushel of 55.5, which is 4.5 pounds below the standard weight. This is the lowest weight since 1904. The average weight per bushel of oats of the 1919 crop is 31.1 pounds, nearly one pound below the standard of 32 pounds, the lowest since 1908. Barley averages 45.2 pounds instead of 48, the standard. The only other time during the past 10 years when the average weight of a measured bushel of barley was so low was 1916.

The bulk of these three crops was harvested at about the same time and all of them were affected by diseases and, in many sections, by excess moisture and other adverse conditions.

## BARNES' ADVICE TO FARMERS

Julius H. Barnes was asked to address the Nebraska Farmers Co-operative Association meeting held recently at Omaha. He could not be present but he sent the following interesting telegram:

In your convention I suggest that you present this thought: That more and more is it becoming increasingly clear that adequate production is the only safe control of prices against injustice to consumers; that at the same time it is becoming increasingly clear that human aspiration for less hardship and struggle and more individual improvement and enjoyment are real factors in the economic structure, and probably rightly so; that agencies touching the producer particularly in this country, must lay emphasis that the only solution by which these two purposes can be served is by a wider employment of mechanical devices in reducing human labor expenditure. There is a distinct progress in this, and neither seed time nor harvest throw the old burden on human effort that they used to do; that we have such faith in American inventiveness, ingenuity and skill that we believe in this avenue lies the assurance that America can continue to profitably raise surplus production for competition with cheaper labor countries as it has for the past three generations.

My point is that there has crept into the farm press as well as other agencies, the expression of a feeling that with a large cost in this country and the higher standard of living we cannot compete, when the seas are open again, with cheap labor countries such as Russia, India, Argentina, but I do not agree with these views enough to feel discouraged about the prospect, and that I differ strongly with the view sometimes expressed that producers must combine to extort from the consumers of this country the adequate return not obtainable for producers otherwise.

There will be occasional seasons of depression, but it has been through just such a history that agriculture has advanced in this country to the highest and most profitable status it has enjoyed, and I think the future can be faced with considerable confidence and courage. I lay especial stress on this because a study of history demonstrates that when a community or an industry depends on combination and undue advantage to preserve themselves, that minute begins the deterioration which is prevented while they rely on their efforts and their own intelligent adaptability. Government activity and trade combinations should be largely confined in facts on which each individual may then intelligently base his own policies and initiative.

## ARGENTINE CORN PROSPECT

A recent report from Argentina states that the outlook for the new crop of corn in this country is excellent and if the present favorable weather continues general we can look for a substantial harvest along in March. Old reserves are ample in fact, sufficient for any likely demand from exporters. Indications point to a liberal carry over

of old crop corn at the end of season. Clearances are expected to increase after the turn of the year, for it is believed the supply of tonnage will be increased.

Prices of corn in general remain heavy, despite the fairly good demand of exporters of late. Holders, apparently are quite willing to accept current prices. After the holidays, it is claimed, the movement of all grain from the interior will be in much larger volume, and that increased receipts will be reflected in lower prices.

### BUCKEYE BUSINESS BOOMING

When a group of farmers at Bowersville, Ohio, decided to form a grain company of their own early last year, they adopted the name of the New Era Grain Company, and made their plans for an elevator which would exemplify the name. They made their purpose good, for in construction and equipment the new elevator is all that could be desired, and fully accords with the new era in the country grain business.

The house is of concrete construction with four tanks and five bins, of a total capacity of 22,000

ately. Five men of the crew of 26 were drowned. It will be some time before the North Sea will be considered safe.

### NORTHERN WHEAT VARIETIES

BY MARK ALFRED CARLETON

In recent years there has been great shifting about of varieties of wheat in the spring wheat states and the Canadian prairie provinces. This fact is particularly evident to one who has not, until very recently, been in close contact with the fields for several years.

Yield, earliness, hardiness and milling value are the qualities in which the different contending varieties competed. Over the larger part of the area in the two countries, the farmers finally settled upon Marquis as being the best all around wheat. It is high yielding, is a favorite with millers, and ripens so early that it often escapes the worst effects of rust. Several other varieties, as Prelude, Red Bobs, and Ruby, are earlier, but they are not so good in yield and milling quality. It has been estimated that, in 1918, Marquis comprised 59 per cent of the spring wheat crop in Minnesota, 47 per cent in North Dakota, 58 per cent in South Dakota and 47 per cent in Montana. Across the Canada line there is little else, and in farmers' talk, spring wheat means Marquis wheat.

Along with this movement toward the general use of Marquis, there has occurred in some districts an almost entire disappearance of certain other formerly common varieties such as Bluestem. This wheat, once rather popular, and good for milling, is late in ripening and very susceptible to diseases. It was the worst rusted and also badly scabbed the past season. Preston (commercially velvet chaff) is next to Marquis in popularity. Durum wheat acreage has recently increased more than usual, and will still increase, because of its resistance to drought and rust.

On the other hand the fact is being discovered that even Marquis is not the best wheat everywhere in spring wheat territory. In the acreage of 1919, there was reported to be already a decline in the seeding of this variety in the southern portion of the spring wheat states, because of its susceptibility to disease and competition with winter wheat.

It was worst affected with scab of all varieties the past season, being damaged from that one source at least 50 per cent in a number of localities. This fungus pest had never before become a general menace to spring wheat. Comparative yields are not favorable to Marquis toward the south as they are farther north. That this would be a fact, was predicted by the writer some years ago, and grain dealers were then warned of the consequences of making wholesale introductions of Marquis seed into Southern Minnesota and even Iowa.

On the whole, the conclusion may be drawn that there is a broad belt, including South Central Canada and the northern portion of the spring wheat states where Marquis wheat is, without question, the best adapted common spring wheat yet tried.

In the northernmost portion of the cultivated area of the prairie provinces, even Marquis is not sufficiently early, however, to escape the autumn frosts every year, while other earlier varieties are still not early enough, and besides are more or less deficient in yield or milling value. A spring wheat sufficiently early, and at the same time good in other qualities is yet a desideratum in the far north.

### NEW ORGANIZATION PLANNED FOR NORTHWEST

Co-operative selling of all wheat controlled by members of the Farmers Union in Oregon, Idaho and Washington was decided on at the annual convention of the Farmers Union of Washington and Idaho at Spokane. A tentative plan for the organization of a selling association and a warehousing corporation was discussed, and President A. A. Elmore was authorized to name a committee of 15 from the three states which will perfect a plan to

be submitted to the farmers in the three states. As outlined the plan calls for a selling association which will handle the stock and receive grain from the farmers, and a warehousing organization which will be incorporated with common and preferred stock, the common stock to be held by the association and the preferred stock to be sold for the purchase or construction of elevators.

### NEW NEBRASKA PLANT

New elevator companies have the advantage, if they care to take it, of many mistakes which country houses have made in the past. Of course, it is constitutionally impossible for some people to profit by others' errors, but the Farmers Union Co-operative Supply Company of Clarkson, Neb., was not one of these. When the company was organized in September, 1918, the construction and equipment of a great many elevators was studied before the plans were finally decided upon, and as a result the house is unusually complete and convenient in its plan and furnishing.

The elevator is of concrete construction with 42,000 bushels' capacity, divided between 12 bins.



PLANT OF THE NEW ERA GRAIN COMPANY,  
BOWERSVILLE, OHIO

bushels. The elevator has a receiving capacity of 2,000 bushels per hour and can ship from 1,250 to 2,000 bushels in the same time.

The entire equipment of the house was furnished by the Skillin & Richards Manufacturing Company and consists of one U. S. Corn Separator of 300 to 1,000 bushels' capacity; one U. S. Corn Sheller; one automatic and one 10-ton Fairbanks Auto Truck Scale; a Skillin & Richards Overhead Dump operated by hand and by power. The small grain leg is fitted with 9x7 Minneapolis Buckets, and the ear corn and sheller leg is equipped with 14x7 buckets of the ear corn type. The sheller is fed by a chain drag. A manlift extends from the basement to the cupola.

Power in the elevator is electric, two motors of 15 and 20-horsepower respectively supply the elevators and the machinery.

The company is under the management of James Scott who has had a very successful year and is a careful and efficient executive. In addition to the grain handled, he carries a full line of feeds and in this branch also he has made a nice profit for the organization.

ACCORDING to a dispatch of January 3 from Gothenburg, the Swedish steamer *Jemtland*, bound from Buenos Aires to Gothenburg, laden with corn, struck a mine in the Kattegatt and sank immedi-



PLANT OF FARMERS UNION CO-OPERATIVE SUPPLY COMPANY

It is of the monolithic type with square cupola and plenty of room on the work floor.

The equipment includes a car mover, manlift, one truck scale, and an Invincible Cleaner. Three electric motors of seven and one-half horsepower each furnish the power, and it is so connected up that no power is wasted in any operation.

Clarkson is in a region in eastern Nebraska where grain of all kinds is raised extensively. It is not unusual to have four or five different grains offered in one day so that the 12 bins are none too many for the best work.

Coal, lumber, paint and other supplies are handled by the company, under the management of Joseph F. Jirovec who has had a very successful year and with every prospect of continuing his prosperous course.

### THE MARKET REPORTER

On January 3, the Bureau of Markets of the Department of Agriculture, issued the first number of its weekly, *The Market Reporter*. The initial pamphlet explains that most of the earlier publications of the Bureau will be consolidated in the one paper and will cover the entire field of farm products with timely articles of a general nature and with market reports. The regular departments in the paper will cover live stock, wholesale meat, cold storage, wool, hides and skins, dairy and poultry, fruits and vegetables, grain, hay and feed, seeds, cotton, coffee, and foreign markets.

A great deal of information is compacted into

this first number, and if every issue is as well edited the publication will be a valuable one. For the time being it is sent free to all applicants whose business shows that they can use it to advantage, and a request to the U. S. Department

of Agriculture will bring it to you. The publication has several advantages over its predecessors. It is printed, and not mimeographed as some of the others have been. Its limitation of space compels editorial brevity; its statistics are well chosen.

## Does It Pay to Clean Grain?

The Profit and Loss Account of Screenings—Who Makes the Money on Them?

By THOMAS F. KERNAN

IN MOST any elevator builder's catalog or his descriptive treatise on plans for country elevators or for terminals, you will find a paragraph that will read like this:

"The well equipped elevator should be provided with ample facilities for cleaning all kinds of grain and placing it in prime marketable condition. Such equipment is not very expensive and invariably pays a handsome dividend on the investment."

How many times has the above idea been given circulation among the grain trade, whether it be by spoken word or through the medium of printer's ink! In any case, it has been the fundamental basis of a grain cleaning propaganda that has been spread throughout the United States and Canada for a number of years and that has done much toward gaining the desired end. However, right now more than ever before, under the revision of grades, etc., during the past year or so, the presence of dockage, if such exists in appreciable quantities at all, makes a very important difference in the value of grain.

Without doubt the past season has done more to convince mill and elevator men of the importance of having adequate means for the removal of dockage than any other year's experience. With dockage unusually high and average grades below the normal, it became imperative to remove that dockage in order to make a possible raise in the grades and to secure the best financial returns.

In addition, it has become more thoroughly recognized than ever that extreme vigilance is necessary in keeping foul seed and foreign matter from becoming prevalent in any degree by the careful cleaning of grain for seed. This necessity for cleaning grain for seed for local patrons is of the utmost consideration to every elevator in every locality.

The great mistake that has been made in past years and one that has prevented a greatly increased profit to the elevator company has been what may be summed up as the lack of foresight as to the needs of the average elevator in the small town. The great percentage of such houses are too small, not necessarily in their storage capacity, but in the size of their work floor. Sufficient space has not been permitted for the installation of suitable and complete cleaning equipment.

There is no reason why anyone should follow in the same old footsteps and make the same old errors; on the contrary, the former experiences of some should result in profit to others. Elevators must be built with work floors sufficiently large, so that they may be equipped with such machinery as will enable them to get the most out of the grain handled. After all is said and done, the year's profit is the primary consideration.

Very often a year comes along when an elevator man can truthfully say that he has made no money on wheat itself, but there is seldom any reason for that same man to say that he could not have made a good profit by the cleaning of grain that came to his house.

About 15 years ago, when some of our old and progressive elevator men began to clean grain for seed, wheat contained only a few fine seeds, some sticks and a little straw, all of which could be removed easily with a fanning mill. However, it was not long after that time that wild oats appeared in the Northwest, and they multiplied so rapidly that the old fanning mill soon became of no great value. Later, came cockle, wild peas, kingheads, and several mixtures of grain, all of which continued to make more and more demands

on cleaning machinery. Now, this removal of all kinds of impurities from grain is the big part of the elevator business.

It was not many years ago that dockage had no real market value, and its removal was only attempted with the idea of saving the rather large amount of freight cost that fell upon the shipper. Gradually, however, the growing use of dockage in feeds, etc., put an ever increasing value on all foreign matter, and the shipper who fails to heed that increase in value now gives away a lot of profits. Even the dust from the cleaners should be saved by blowing it into a dust house especially erected to receive it. This is the same chaff and dust so commonly seen along the tracks and around elevator buildings; to say the least, it makes a most untidy appearance and represents a



THE CLEANED WHEAT

This Is the Way the Wheat Will Look After the Impurities Shown on the Opposite Page Have Been Removed

very substantial loss. A single carload of this material will bring as high as \$500, an amount that cannot be scoffed at.

As previously stated, the first essential of good grain cleaning is room. If a prospective elevator builder were to take a two weeks' trip through his adjoining territory, inspecting houses and getting general information, it is safe to say that he would find that a majority of the elevators visited were without sufficient room for the necessary machinery. He would readily see that some of these houses could be remodeled to fill the needs, while others should be torn down and rebuilt. His summary of these conditions would lead to the general conclusion that new builders should allow far more room than they think they can ever use and that under those circumstances they may find that they have somewhere near room enough.

Probably the objection will be raised immediately in the case of remodeling or rebuilding that it will cost too much, but the answer is simply one of good sound business principles. Suppose, for example, that it requires an investment of \$20,000 to remodel a house for efficient use; the interest on that sum at 7 per cent will amount to \$1,400, but the many advantages offered in addition to cleaning itself will help if not entirely pay this interest every year, while the increased efficiency in cleaning will pave the way for a very nice profit.

It is safe to say that the average elevator superintendent will tell you that he does very well, if

he is able to reduce dockage from 10 per cent down to 4 per cent, and he may also tell you that he does not find it possible to do even that much in threshing time when grain is coming to his house in a rush. He does not want to take the time needed to clean grain for fear of turning away some of the wheat that is being brought to him.

Here again adequate and efficient cleaning machinery would prove its worth, for with first-class equipment in his house, it would be possible for him to reduce dockage from 10 per cent to 1 per cent with a single cleaning, even in the busiest threshing time. Just consider for an instant what that additional 3 per cent amounts to; 3 per cent of 100,000 bushels, which is no great amount for the country elevator to handle in the course of a year, represents at least 80 tons of dockage or screenings. At a minimum of \$30 per ton, those 80 tons would net \$2,400 to the elevator company.

The question as to whether all screenings should be returned to the farmer or not is one the answer to which must be governed by local conditions. In some sections state laws require the return of all dockage, but in others the matter is optional. In the latter cases, it is customary to return no screenings in the rush of the threshing season, but in slower times it is common practice to clean wheat for about 2 cents per bushel and return all screenings. Under those conditions it is only possible to get complete satisfaction by returning the actual screenings removed. Then after cleaning, the grade and dockage should be determined from a sample taken from the cleaner and the wheat bought like any other.

To meet the demands of modern cleaning, an elevator should be provided with separate bins for the many different grades of dockage, such as wild oats, cockle, wild peas, fine seeds, etc. All these products are much more saleable as individuals. The fine seeds can be separated into at least four parts by the use of the spiral mustard machine, giving off the mustard seed in practically pure form. In certain sections, a carload of this mustard seed is accumulated in a single season and brings a very attractive figure; 60,000 pounds at 3 cents per pound would net \$1,800.

It may not be amiss at this point to quote some excerpts from a personal letter written by C. L. Packard of Elliott, N. D., which touches quite accurately on the general subject of grain cleaning. Mr. Packard is secretary and manager of the Farmers Grain Company of Elliott and is one of the real grain cleaning authorities of the Northwest. He says in part:

You undoubtedly will be glad to hear how I like grain cleaning this year. I like it better every year, for it presents a different aspect each successive season. Something new always turns up; each crop is different in some way, and usually in many ways.

Of course, the most important thing is a good cleaner and then it is interesting to try to use that cleaner to the best advantage. This year our wheat is shrunken and is selling on the basis of 5 cents discount for each pound less in test weight on an average. The last two years I did not use the suction on our machine on anything except the chaff that went into our dust house, but this year I got busy with that suction and was greatly surprised to get the results which I did. I made some very careful tests and found that I could raise the test weight of this light wheat about three pounds per bushel by sucking out 5 per cent of the very lightest wheat; my suction gets only the very lightest of it, which is indeed very poor stuff. Then I get 15 cents more per bushel for the remaining 95 per cent, which brings just as much money as the original 100 per cent would have brought before cleaning.

So you see, this gives me 5 per cent of light wheat for nothing in reality, because this goes into my screenings at the same time that I separate the dockage from the wheat. Furthermore, this sprinkling of light wheat gives the screenings a good body and helps the sale greatly. I test every car of these screenings that I sell, so that I know exactly what is in them and that I do not have any good wheat wasted.

Our dockage this year is about two-thirds seeds and one-third wild oats. There is considerable water grass that is hard to get out without taking small wheat with it.

After the busy time is over, I clean grain for the farmers and return their screenings to them. I know of one or two elevators that are returning a certain percentage of the dockage on all wheat, whether or not the screenings come from that particular lot of wheat. I have found this a very un-

desirable way; the only way I return screenings to the farmer is to give back his own screenings or pay for them.

I have just looked up my records to date and find that I have received 63,815 gross bushels of wheat with an average dockage of 22¼ per cent or 14,192 bushels, leaving 49,623 net bushels. There was an average dockage of 2.6 per cent on 40 cars that I have shipped. I have shipped nine cars of screenings, approximately 280 tons, which has netted me over \$7,000. To the farmers I have returned 106 tons. Of course, I have paid for some of these screenings, but we have come out very nicely, and I find that the only way to make any money on wheat now is by cleaning.

I am sure we could not pay expenses if we had to pay freight on these screenings and give them away. The freight alone would amount to \$1,447.58, which added to the \$7,000, would put our profits on the wrong side of the ledger.

The fellow who sells his wheat today without cleaning cannot meet competition with the fellow who does clean this dirty grain.

As has been indicated previously the cleaning of grain for seed is about the most profitable side line for any elevator company to enter into, if they are equipped properly. The months of February, March and April, which are generally considered very quiet months for the ordinary elevator company, can be used to mighty good advantage in this direction, and a profit of from \$1,000 to \$2,000 ought to be made during those three months in that department of cleaning alone.

Farmers are always willing to pay a good price for good value, and there are a great many houses that are kept busy during the commonly called slow season cleaning seed grain. It is too expensive a matter for the farmer to equip himself for this work, and he will gladly pay the price for cleaning the grain well. Wild oats, barley, cockle, peas, etc., all require good machinery for their removal. A good general purpose cleaner, probably of the gang type, is a first necessity, with an oat machine imperative in some sections of the country, for the removal of wild oats, tame oats, barley, fine seeds, etc. For eliminating this grade of foreign material, it is customary to charge about 3 cents per bushel. A grader and a cockle cylinder will make four separate grades of the grain and remove all the cockle, for which it is customary to charge about 5 cents additional. Any or all of these grades must be delivered back to the farmer as he chooses.

Each grade must be weighed, after separating one pound of the cleaned grain on a miniature machine, so that the farmer will know the exact per cent of each grade. With that knowledge he can decide easily how much he wants to keep for seed. This method takes time, but it is the only satisfactory system from the viewpoint of the farmer. He knows what to expect and there should always be an earnest effort to meet his standard in this regard.

The question arises—is 8 cents too much to pay for the cleaning of seed? In answer, it is an easy matter to prove to the farmer that it is not. As a matter of fact, since ordinary cleaning costs 3 cents, the question really resolves itself into whether the extra 5 cents is a justifiable expense. Records of grain cleaning show that discounts on crops amount to 5 cents for cockle and 4 cents for mixtures of barley, oats, etc., in wheat. Experience also teaches that if you sow one bushel, you may reasonably expect to get 10 bushels in return. Suppose then that it is possible to get 9 cents more for each of those 10 bushels; that means a gain of 90 cents. With that condition or anything like it, it is not hard to show the farmer that it is well worth his while to pay the 5 cents additional.

There is an advantage also in the yield to be secured from the plumper grades of grain that come as a result of the grading of seed. Experiments have been taken repeatedly by Government agents in this connection and have always shown the value of the plump berry for seed. For example, for three successive years, plots were sown with wheat of varying plumpness and the following results were obtained:

40 per cent plumpness....23 bushels per acre.

80 per cent plumpness....35 bushels per acre.

In other words, there was an advantage of 12 bush-

els per acre with the plumper seed. The direct results from such an advantage are so obvious that they need no detailed explanation.

As far as can be determined there is only one fixed rule that will assure success in cleaning grain: Secure the best machinery possible for your needs and give that machinery your most careful

THESE ARE SOME OF THE IMPURITIES WHICH GOOD CLEANING  
WILL REMOVE



SCALPINGS (Paper, Sticks, Straws, Coal, Etc.) Taken from a Single Car of Wheat. They Have No Intrinsic Value and Their Presence is Very Objectionable.



WILD OATS—Worth Good Money When Separated. Require a Good Separator



BROKEN WHEAT—Worth More for Chick Feed After Separation Than Mixed with Good Wheat



SHRUNKEN WHEAT—Very Prevalent This Year. When Mixed with Wild Oats and Small Seeds This Requires Efficient Cleaning Equipment.

attention. You cannot expect to start cleaners and separators at 7:00 a. m. and run them without any attention until noon and get the good results that you want. It is true, without a doubt, that some cleaning machinery is better than others, but the more attention and care that any kind gets, the better are the results obtained.

In that connection, it must not be forgotten that

a goodly profit is within the grasp of every elevator company on the pure basis of their wise choice of the cleaning machinery purchased. There is only one real test—mechanical perfection. How many companies forget that one omnipotent feature and put price or salesman's talk into primary position! Every buyer should choose the machine best suited to his use, either by a personal inspection of various machines or by personal touch with users of the different types. In all justice to himself his final decision must be based on mechanical efficiency and construction, for he cannot expect long life or good results from a poorly or flimsily constructed machine. For too many cleaners have been discarded after the first or second season, when a thoroughly good one would have lasted 10 years at the minimum.

So, all told, the matter of profitable grain cleaning presents food for thought from a number of very important angles. Every manager can well afford to take a couple of days off at this time of year and go over his records for the past two or three seasons with a view of figuring out for himself whether he could have made more money for his company, if his house were better equipped for cleaning. The use of paper and pencil, combined with a little horse sense and plain arithmetic will very quickly show whether he is one of the fellows who can meet the competition of those who have studied the problem out for themselves and who do clean dirty grain efficiently.

## FAVORS STATE OWNED ELEVATORS FOR NEW YORK

BY ELMER M. HILL

Immediate appropriation of sufficient funds or the issuance of bonds for the erection at Buffalo, Oswego and New York City of state-owned grain elevators is recommended by Governor Alfred E. Smith of New York in his annual message to the state legislature. It is proposed to operate the elevators as part of the barge canal system.

"There seems to exist some influence that works against the greatest development of canal grain commerce out of Buffalo," says Governor Smith. He points out that there are more than 20 grain elevators at Buffalo and these structures could load 1,000,000 bushels a day into canal barges. At New York, however, there are but two elevators equipped to handle grain arriving by canal and these are owned by railroad lines with which the canal competes.

"These elevators will not furnish elevation or storage for canal borne grain," the message says, "but even if they would, their unloading capacity is but one quarter of the loading capacity at Buffalo. Therefore there are practically no elevator facilities at New York to accommodate the grain trade on the canal."

As a result of this condition, barges arriving in the New York harbor with grain cargoes are compelled to lie from two to four weeks awaiting the arrival of ocean vessels. The demurrage charges that accrue make the cost of transportation to the grain shipper prohibitive and the loss of use of the barge by the carrier increases the cost of operation.

Pointing out the need for a state-owned grain elevator at Oswego, the Governor says that the Canadian Government is now engaged in the improvement of the Welland Canal connecting Lakes Erie and Ontario. The completion of this improvement will permit passage of deep draft lake vessels into Lake Ontario. It is the belief of Canadian authorities that many of the vessels now bringing grain to Buffalo will pass into Lake Ontario when the Welland Canal is enlarged, discharging their cargoes at the Canadian ports of Kingston and Prescott for furtherance by barge to Montreal for export.

"There is danger that much of the grain commerce would be diverted to Montreal by this improved route," the Governor says. "New York should have a competing port on Lake Ontario and the port of Oswego offers excellent facilities. The erection and operation of a large grain elevator

by the state at Oswego furnishes the argument necessary to influence the improvement of the harbor at Oswego by the federal authorities."

With such facilities on Lake Ontario, the grain commerce that might pass Buffalo would still be attracted to the domestic route. Estimates made indicate that grain might be transported by lake and barge canal via Oswego cheaper than through Buffalo and there is no question, according to Governor Smith, but that modern elevator facilities at Oswego would be a big factor in conserving and developing the canal grain commerce which should be the most important of that waterway.

Touching on the situation at Buffalo, Governor Smith believes that the state should own and operate a grain elevator at Buffalo for the exclusive use of canal boats. The message says that if an-

tagonistic interests are withholding grain traffic from the canal, a state elevator would control the situation, being a part of the barge canal terminal scheme.

"If elevator charges are too high to permit the successful operation of carriers transporting grain on the canal, the state elevator, not primarily a money-making facility, may reduce elevator charges to a basis that would enable carriers to absorb such charges and yet operate profitable on a low freight rate," Governor Smith says.

Issuance of long term bonds is suggested as one means of financing the construction of the three elevators by Governor Smith, who adds that "the improvements are intended to and undoubtedly will endure to the benefit of several generations to come."

Informal Notes of an Elevator Pilgrimage

No. 22—Old B. & O. "B" at Baltimore

By JAMES F. HOBART

ACCORDING to the vibratory theory, each and every particle of matter on the face of the earth is in a state of constant vibration and the things we see and hear appeal to our senses in a manner equivalent to their rate of vibration.

When we meet certain people, our vibrations clash and we feel like getting as far away as possible from them, or like hitting them with an axe. On the other hand, when vibrations blend, people are attracted to each other and each one seems unable to see enough of the other. Expect this must be the case with the Baltimore and Ohio Elevator bunch in Baltimore. Take them, from Superintendent Peterson and Agent Seal, down to the elevator floor sweeper, they couldn't possibly have given me a better or a more cordial welcome than they did during the week of December 1, when I visited the B. & O. elevators.

The headquarters of the elevator management, both for the B. & O., the Pennsy and the Western Maryland elevators are centered in the Board of Trade Building, the Western Maryland Elevator having been placed by the Railroad Administration under the management of John A. Peterson, the genial superintendent of the B. & O. elevators. My tour of these elevators was personally conducted, being taken in state via a Baltimore Union Traction Car to each elevator, thence to lunch at the B. & O. restaurant on the 13th floor of the Baltimore and Ohio Building, in the center of the city. Here, any employe of the railroad offices may be served with "eats" rightly prepared and very appetizing.

Mr. Peterson was going around to the elevators with me himself, but alas! he had to go duck hunting with the president of the B. & O. that day, together with several other officials; and that night the relatives of more than 65 fine ducks were bewailing the day which sent Mr. Peterson among them! A great place for wild ducks around Baltimore, but evidently not at all healthy—at least while the elevator party was on the warpath.

I was very much interested in the complete system used in the elevator office for keeping tabs upon what was being done in the four elevators looked after by that office. Every morning at eight o'clock, they issue a report consisting of a single page, about 11 inches wide by 22 inches high, printed upon a mimeograph or similar duplicating device. About 80 copies are printed each day, Sundays excepted, and the copies are distributed among people and concerns interested in grain and elevator matters. The copies are sent out by messengers and are duly receipted for by those receiving same, the record being made in a book carried by the messenger, the same as if it were a telegram.

The "copy" for the issue is all received by telephone from the four elevators. Most of it comes from three of them, the fourth being a domestic elevator, Mount Clare, where only local work is done. The issue of December 1 is given in full

herewith, that the manner in which its items are handled may be seen and understood.

The particular portion of the office force concerned in the issue of this sheet, or bulletin, comes to the office an hour earlier each morning, that they may get it out about eight. To even up matters, the "newspaper gang" goes home an hour earlier in the afternoon. But, they don't seem to have things down as fine as did one office employe who, whenever he was late of a morning, used to say: "Gee! I'm half an hour late this morning, I'll sure have to make up for it by going home a half-hour early this afternoon!"

Agent Seal took me first to the B. & O. Elevator "B" at Locust Point. There were formerly three elevators here "A," "B" and "C," but "A" was burned several years ago and its site is now occupied by one of the most modern freight docks upon the Atlantic Coast. Elevator "B" is as far as the writer can learn, the oldest export elevator in America and is the pioneer in grain handling for ocean shipment. Elevator "C" at the end of the next dock, is a little younger than "B," having been erected in 1881.

The land immediately around the Locust Point elevators should be a Mecca for the Irish residents of America, because of the fact that almost all the soil thereabouts has been made by dumping overboard dirt and rocks brought from Ireland as ballast by ships taking cargoes of grain from the elevators located at that place. So much ballast was at one time thrown out, that means for handling and disposing of it had to be installed by the B. & O. Railroad Company.

B. & O. Elevator "B" is built of frame and corrugated steel and contains 210 cob-house bins which have a total storage capacity of 1,200,000 bushels. Of these wooden bins, 193 are for storage and 17 for shipping purposes. The waterway upon which this elevator stands is known as the Patapsco Basin, and is a portion of the mouth of the river by same name, just above where the river reaches Chesapeake Bay.

There is claimed for Elevator "B" a receiving capacity of 12,000 bushels of grain per hour, with a shipping capacity of 72,000 bushels per hour. The very peculiar arrangement of the elevator causes it to load-in from the legs placed along the sides of the house. The loading-out is done from the middle of the house. This limits the loading-out capacity and places this work in the dark of the middle of the house where dust from the open spouts might cause Dr. Brown to throw a fit a minute were he to visit this elevator. But, even with the dust, there has never been an explosion in the elevator during its 45 years of hard and continuous use.

Four grain cleaners give a capacity of 10,000 bushels per hour and the Hess Drier, added since the elevator was built, has a capacity for handling 3,000 bushels of grain per hour, more or less, according to condition of the grain. A considerable amount of ingenuity had to be displayed in ar-

ranging the drier, but it was finally so placed that it receives grain direct by gravity from the top of the house, discharging it to a belt conveyor. This conveyor runs right out over the floor of the elevator until it can discharge dried grain directly into the sink around one of the loading-in legs.

The motive power which drives Elevator "B" is steam and electricity, there being two "old-timer" vertical steam engines and eight electric motors ranging in size up to 25 horsepower. The slow-speed old engines, of 250 horsepower each, were made by the Fishkill Landing (N. Y.) Machine

UNITED STATES RAILROAD ADMINISTRATION  
Office of Superintendent of Elevators  
Grain Report of Western Maryland Railroad and Baltimore & Ohio Railroad Elevators:

8 A. M. Monday, December 1, 1919.

Cars on yard:	W. MD.	B. & O.
Wheat .....	5	29
Corn .....	..	1
Oats .....	2	..
Rye .....	1	..
Barley .....	..	..
New arrivals not graded .....	17	44
	25	74
Cars on Line.....	8	68

Total cars on yard and line .....33 142

Cars permitted but not arrived: 765 wheat; 256 rye; 13 corn; 28 oats; 32 barley; total, 1,194 cars.

Cars at Brunswick: 1 for Port Covington; 29 for Locust Point.

Cars in transit from Brunswick: none.

Laborers to-day .....	23	42
Laborers yesterday.....	11	12
Skilled men to-day.....	33	56
Skilled men yesterday.....	21	20
Laborers short to-day.....	..	..
Skilled men short to-day.....	..	..

4 P. M. Saturday, November 29, 1919.

Cars unloaded .....	21—29,373 bus.	Elev. B. 19 Elev. C. 30
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Total 49—64,651 bus.

Number hours unloading cars .....	3	Elev. B. 4:20 Elev. C. 6:00
Delivered to ships.....	91,000 bus.	123,000 bus.
Bay boats unloaded.....	1—4,043 bus.	1—1,033 bus.
Bay boats at elevator.....	None	None
Cars loaded out.....	None	None
Expect to unload today.....	25 cars	40 cars
Additional capacity of elevator .....	807,000 bus.	Elev. B. 634,000 bus. Elev. C. 669,000 bus.

Expect to deliver to ships .....	None	30,000 bus.
Boats at elevator.....	None	Notisement—105,000 wheat
and amount on board .....	None	On board—75,000
Boats expected, <i>Valemore</i> —103,200 wheat	None	None

Stock:	W. MD.	B.	C.
Wheat .....	905,724	415,961	421,156
Corn .....	..	..	..
Oats .....	17,491	..	5,924
Rye .....	17,072	..	3,542
Barley .....	1,681	..	..
	941,968	415,961	430,622

Boats in harbor not assigned berths:	
<i>Victorius</i> .....	220,000 wheat
<i>Lages</i> .....	337,000 wheat
<i>Caledonier</i> .....	65,000 wheat
<i>Maryland</i> .....	65,000 wheat

Remarks: W. Md. Elevator worked all day yesterday (Sunday). Unloaded four cars. Unloaded two bay boats; delivered 57,000 bushels to ship.

B. & O. worked all day yesterday (Sunday). Elevator C unloaded three bay boats; delivered 18,566 to ship.

Steamship *Champton* finished at W. Md. yesterday. 120,000 rye and 88,000 wheat, and left.

Steamship *Caprera* finished at B. & O. yesterday, 117,261 bushels wheat and left.

DELAYS:		B. & O.
W. MD.	None	None
Vessels at Pennsylvania Elevator: <i>Newton</i> , 89,000 wheat.		
Expected at Pennsylvania Elevator—none.		
Cars on yard	Wheat, 26	Stock in elevator Wheat, 216,175
Mt. Clare Elevator E (domestic)		Stock in Elevator
Cars on yard—None		Wheat..... 18,607
Cars unloaded—3		Corn..... 11,133
		Oats..... 185,174
		Rye..... 2,383
		Barley..... 3,542
		220,839

Company and have been in use since the elevator was built and bid fair to continue their slow but solid service for many years longer. The two engines enable either side of the house to be operated independent of the other side and a breakdown of one of the engines or its transmission cannot stop more than half of the house.

All kinds of transmission is used in this elevator. Gear, belt, rope and perhaps a silent chain or two on the more modern of the motors. There are four Webster Belt Conveyors in use, the lengths ranging from 60 and 90 feet to 130 and 650 feet in length. The power shovels installed in this elevator are probably the first ever used for un-

loading grain from box cars. The scales used are 24 in number, all Fairbanks-Morse and are placed under hoppers of 600 bushels each.

This old elevator is quite a baby after all, as it is 329 feet 8 inches long, 98 feet 2 inches wide and 100 feet high. The first corn was unloaded for trial of the elevator on June 22, 1874. Regular operation was started on August 5, 1875, and it has been in continuous service ever since that time.

When the new Girard Point Elevator near Philadelphia was opened several years ago, a newspaper man wrote up the performance of the new house and told some of the things it did, referring somewhat slightly to some of the older elevators, in his description. As shown by the following letter, some official connected with Elevator "B" took exceptions to the account of the new performance and sent the following letter, which put an effective stopper on the jawing-tackle of that particular newspaper man.

Gentlemen:

Permit me to refer to your issue of July 24, 1915, and correspondence from Philadelphia on page 80. It appears that all records for the quick loading of wheat cargoes were broken July 16 when 250,000 bushels of wheat were loaded on board the British steamship *Pengreep* at the new Girard Point grain elevators in 13 working hours. Included in the working time was the filling of 5,050 bags with wheat, which was made necessary in order to comply with the requirements of the underwriters.

You may be interested in knowing that at Baltimore & Ohio Elevator "B," Locust Point, Md., September 18 and 19, 1914, the steamship *Burnby* loaded 303,980 bushels of oats in eleven hours and 25 minutes. Included in this was the filling of 2,510 bags containing 10,421 bushels of oats for trimming.

Quite unlike the new Philadelphia elevator named is the aged, but not infirm Elevator "B," which was completed in and has seen continuous service since August 5, 1875.

Yours very truly.

Furthermore, it was shown me that the "aged but not infirm" elevator has a record of having handled during a single year, 26,147,425 bushels of grain. In addition to handling wheat, corn, oats, rye, barley and all the other grains, this elevator also handles beans, peas and flax seed.

Both of the B. & O. elevators at Locust Point are equipped with fire escapes, each of which is made in the form of a spiral slide, which winds like a corkscrew around and around in a circular steel tower from a level with the top of the elevator building to the dock outside of the building. These are the Alvey-Ferguson Spiral Slide Fire Escapes and the spiral slide is connected with each portion of the elevator where there is a floor or platform upon which men could make their way in case of fire. The upper portion of the house is connected with the fire escape spiral by means of several bridges, one at each level where there is a floor. These bridges run through the air from the narrow portion of the house to the escape which stands just beside the main portion of the elevator. At the bottom of the cylindrical fire escape is a door which is normally closed and locked and which can only be opened from the inside. When a man slides down the chute, his feet strike a steel plate a few inches in front of the door. The impact of the man's body against the plate, operates a lever which unlocks the door and out comes the man, feet first upon the ground.

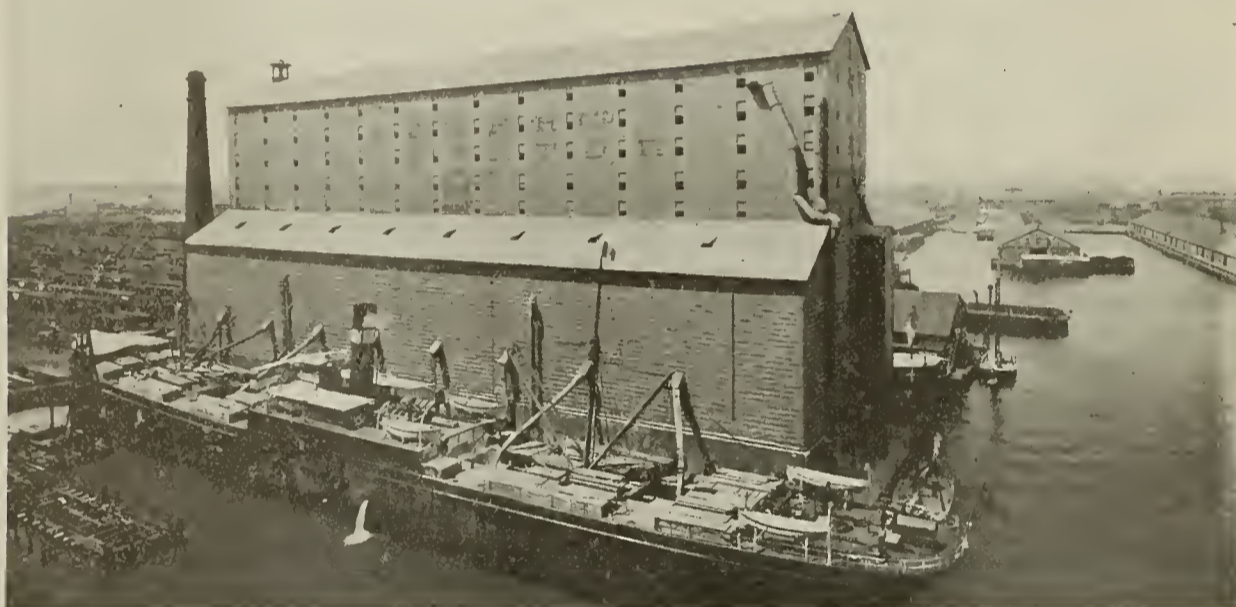
During the testing of a similar fire escape some years ago, they coaxed a big Irishman to enter the chute at the top and slide down. Pat started all right but by the time he had got halfway down, he had evidently gotten a bit confused with his rapid circular movement and began to holler. He called upon all his patron saints, and as he shot out of the steel casing upon the ground he was yelling at the top of his voice: "Be Jabers an its meself that's afther goin' to h—— in a hand-basket!"

When this elevator was built, they didn't have as large ships as they do nowadays and the grain spouts which are swivelled from the sides of the building were ample for reaching into the hold of any ship which might come along. But it is different now. The old spouts will not reach above the rail of a modern ship without leading out

nearly level or perhaps up-hill, so they had to make other arrangements for loading the big vessels.

Accordingly, mammoth spouts called "long Johns" have been placed at intervals along both sides of the elevator building and also one on the dock end. These huge spouts were cut into the grain circulation directly underneath the scale hoppers. It was not possible to get the spouts high enough if they were connected below the scale ganners, so they were cut in as stated, directly below the scale hoppers, which cuts down the effective time-operation of the device as loading must be stopped while the scale hoppers are filled; but it enables the little elevator to get there with the big ships.

At the water end of the elevator building, there is a marine leg for unloading bay boats, as they designate the small craft which ply in all directions on Chesapeake Bay. These small boats bring local wheat from the farmers up and down the 180 mile length of the bay, and there are many good wheat farms on either side of that waterway.



THE B. & O. ELEVATOR "B" AT BALTIMORE

They have all kinds of trouble with the marine leg too, on account of the fact that the bay boats have also increased in size considerably since the elevator was built. Just imagine the pleasure (?) of unloading a vessel with the marine leg and then finding that the vessel has come up out of the water as the grain was removed, to such an extent that it is impossible to swing the marine leg out of the hold of the vessel. It is very often necessary to remove the vessel's rail or a portion thereof to let the marine leg swing clear, and to hoist out the remainder of the grain in a bucket, or in sacks filled in the hold. Power shovels are used in these small boats in connection with the marine leg.

An open wharf extends the length of the elevator on either side, and on one side, a railroad track has been laid so that box cars may be run under the loading-out spouts, the same spouts that are used for loading small boats, and by means of goose necks grain may be shot directly into box cars when it is desired to load out cars for any reason.

The elevator has a detached office building, where the elevator foreman and his assistants are snugly housed, and the elevator blackboard and the grain testing apparatus. What moisture testing is necessary is done across the dock at Elevator "C," where there is a small room devoted entirely to grain testing.

The little office is nicely steam-heated, steam being supplied by a battery of six or seven locomotive type boilers of 150-horsepower each. The steam plant seems very large, but it is necessary because these boilers not only supply steam for heating and grain drying, but they must also supply all the steam used for similar purposes by Elevator "C," the boilers and engines belonging to the elevator in question having been removed sev-

eral years ago and the elevator electrified. Hence the large steam plant at Elevator "B," requiring a steel stack in addition to the brick stack originally built.

Coal is unloaded from cars at a low trestle 100 feet in front of the boiler room door, conveyed to the boilers and ashes removed therefrom by "Irish buggies" which are operated by very dusky pushers. An elaborate system of fire protection has been worked out by the B. & O. Company at the Locust Point docks and the elevators have the full benefit thereof. This fire system is so well worked out, that by simply touching a telegraph key, the engineer of the fire pump station can open a valve and send a solid eight-inch stream of water, under a head of 125 pounds per square inch, leaping into the stand pipe of the elevator, from which, by means of good hose everywhere, powerful streams of water may be available instantly after the alarm of fire has been given. But more about the fire-protection system next month, also about the "in for life" men who care

for these elevators. Some of the men have been in continual service there for 44 or 45 years and are still hustling the "old but not infirm" elevator for all it is worth!

## ANOTHER DREAM

A Utopian plan for handling the grain crops of the country was recently outlined by A. Sapiro, an attorney of San Francisco and counsel for the Associated Prune and Apricot Growers of California. Mr. Sapiro voiced his simple program, as follows:

We have stabilized the agricultural industry of California. The farmer now knows that he is going to make a profit on what he raises.

In the matter of wheat everybody knows that it was the only food product controlled in price by the Government during the war and that it would have gone to \$3 or \$4 if the Government had kept its hands off. Now, the price of wheat is made chiefly by gamblers at Liverpool, assisted by the gamblers of the Chicago Board of Trade. Remember that the clever speculator not only knows his business, but yours as well. You know only your own.

Alone you are helpless, but together you can control the situation. Suppose, for example, that in each wheat-growing state is organized a non-profit, non-capital company, that each grower contracts to sell all his wheat for five years through these bodies. Then say that each is represented in a national wheat exchange of say 50 members, one to represent the Federal Trade Commission, one the Federal Reserve Board and three to be appointed by the Department of Agriculture.

This body could appoint a governing board to run the wheat business. One department would be by a scientific wheat man, another for grading and warehousing, another for supplies, another to publish a weekly paper direct to the farmers. There would also be a department of finance, of transportation and of sales.

There is not a thing in this that has not been done with great success in California. You would have also to control the elevators, but the financing of the proposition would be simple. It can be done. Whether it will be done depends on you.



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**CORRESPONDENCE.**

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

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CHICAGO, ILL., JANUARY 15, 1920

**GET THE FACTS**

**P**ROPAGANDA can best be met by counter publicity. Missouri is in for a siege of Non-partisan League oratory and pamphlets, if reports are true, and grain dealers in the state should arm themselves with facts to meet the attack. If the same methods are used in Missouri as have been tried in other states the chief weapons will be: Appeal to class prejudice based upon an entirely false thesis; attacks on middlemen generally, no matter how efficiently they may be performing their function; plain lies about the profits derived from non-partisanship; and a promise of political control. In fact the principle of political control is being used as one of the chief arguments, the result in North Dakota being pointed to as a sample of this sort of success.

The Non-partisan League has made little progress in South Dakota, next door to its chief stamping ground, because the people in that state have required more than promises, particularly when these promises are proved to be false. Thus, when Mr. McGovern, grain inspector and mill manager for North Dakota was in South Dakota recently he made the statement that the state-owned mill in North Dakota was paying \$2.33 for 53-pound wheat, 46 cents more than the farmers in South Dakota were receiving. Immediately Don Livingston, director of the Department of Marketing, sent out circular letters to verify or disprove the statement. Hundreds of replies were received from which it was found that many elevators and mills, both co-operative and independent

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Eighth Year

were paying more than the North Dakota mill, and those that paid less were in sections where the wheat was poor in quality.

Co-operative elevators are not non-partisan elevators, and an attack on the principles of the latter bear no reflection on co-operation. The Non-partisan League is a socialist political organization with radical tendencies; co-operation is simply a matter of business.

## TWO SOURCES OF PROFIT

**M**OST elevator operators would be surprised if they were told that they were manufacturers, but where a grain cleaner is used that is what they are in effect. As grain comes from the farmer's wagon it is raw material. The first step in the manufacturing process, if the grain is delivered direct to the mill, is cleaning, so that the elevator which performs this service and sells the grain, is marketing a partially manufactured product.

When an act is a matter of routine in any plant it loses its distinctive character, and yet, as Mr. Kernan points out in his article, "Does It Pay to Clean Grain?" cleaning is quite apart from the ordinary purchase and sale of grain, and can be made to pay good dividends. The article mentioned is a convincing argument for grain cleaning and those houses which are not equipped to perform this service are overlooking a fertile field of profit.

Many houses with no cleaners make money for their owners. Handling grain at a country station is a service which warrants a fair return. But why be content with one source of profit when there are two at hand with but little additional outlay of capital?

## THE SPREAD BETWEEN SPRING AND WINTER WHEAT

**T**HE Canadian Wheat Board announces that it will sell some spring wheat flour in this country. But this need not cause alarm to our Northern millers as dealers in the Dominion have estimated that if all European flour orders in that country were filled there would be a domestic shortage of 3,000,000 barrels. The United States is the best spring wheat flour market in the world at present, and the reason of it is one of the greatest arguments for advertising the world has seen.

Spring wheat flour has been advertised for years as a flour superior to all others. Bakers, to be sure, can make more loaves from a barrel than from winter wheat, but even bakers are not justified in paying the great difference demanded. Housewives, when they know how, can make better bread from winter wheat than from spring.

In England where both spring and winter wheat are blended in the mill there is a difference in price of about 15 cents a bushel between Manitoba hard spring and our red winter. This represents about the actual difference in value to bakers. And yet there is a spread of 65 cents at Chicago between

No. 2 northern and No. 2 red winter. Fifty cents of it is sentiment from advertising.

The mystery of it is that in winter wheat territory there are many elevators who handle and push spring wheat flour at the expense of winter wheat, thereby discounting their own principal product. Of course, the winter wheat mills are somewhat to blame for not backing their product with advertising, but those who have used both flours in their homes need no incentive to choose the winter wheat flour when they can get it.

## CAPITAL STOCK

**M**ANY elevator companies are finding themselves heavily handicapped because their capital stock has shrunk in value and their operating capital is not sufficient to handle the business. It costs real money to borrow these days and as it will take some years to even approach pre-war levels, an increase in capital stock would be advisable wherever the volume of business necessitates extensive loans.

There is something to be said on the score of income tax, also. Undercapitalized business found the Federal taxes bearing heavily upon it, more heavily than the business warranted in many cases. An increase in the stock issue, therefore, is a protection coming and going and should have careful consideration.

## SPOILING A GOOD THING

**S**ELFISHNESS is at the bottom of many of our troubles. The Bureau of Markets recently issued an order regarding full carloads to restrict the use of the notation "Heavily loaded cars." Some shippers apparently have taken advantage of this order and have plugged their cars with a bottom layer of off-grade grain. It will take only a few of such cases to make inspectors suspicious of all heavily loaded cars and refuse to issue a clear certificate.

The cupidity of a few unscrupulous dealers can bring a great hardship on the entire trade, and it would promote the interests of all if every case of plugging were made known to the trade. The quickest cure of such methods is publicity and the dealers who persist in them should be known so that buyers could be on their guard against being made victims of the skunks.

## A GOOD MOVE

**T**HE Senate is going to investigate the Federal Trade Commission. If this is a preliminary move to the abolition of the body in question, business men generally will feel grateful. The investigating committee will find, if they search far enough, that the Commission has been a detriment rather than an aid in a great majority of cases, and that its operations as a rule have been distinguished by a profound ignorance of and meddling with the conditions and the systems which it proposed to remedy.

The exacting requirements which the Com-

mission has made of business men have been among the most exasperating features of the past two years, particularly as most of the information asked for was duplicated by other agencies, and that which was not duplicated was, for the most part, useless and apparently designed only to cause as much trouble as possible.

There are plenty of laws on the statute books to effect complete protection to the people from corporation exploitation. The Sherman Anti-Trust Law is a matador who can be depended upon to slay the bull of unfair competition, but we need no banderilleros to excite and enrage with their barbs the peaceful herd of law abiding corporations, who seek their fair sustenance in the world, but do not find it necessary to trample weaker members in the doing of it. Why is the Federal Trade Commission?

## WILL 1919 BE REPEATED?

UNLESS immediate steps are taken to give better car service in the corn belt than the Railroad Administration has given in the last 30 days, hundreds of thousands of bushels of corn will be endangered and the trade will face grave losses. So urgent is the need that President Gates of the Chicago Board has appointed a committee to confer with Mr. Hines direct. On December 22 there were 12,434 cars of corn in country elevators awaiting shipment with little prospect of relief in sight.

The Administration, of course, has an answer all ready. There are 1,200 empty grain cars on their way West from the seaboard. But the Grain Corporation will have first call on these, and as practically all the wheat at Chicago and Milwaukee, held by the Grain Corporation, has been sold to millers who are clamoring for the wheat, these cars and many others will be required to keep the mills going. In the meantime the corn crop waits, with the germinating season not far away.

## DOCTORS DISAGREE

ON ANOTHER page may be found an outline by A. Shapiro of California of a plan by which wheat farmers of the country can unite to control their product. He assures the farmers that the plan would be simple. In fact it would entail taking over the whole elaborate machinery of grain distribution which has been built up as a result of the experience of many years, or else organizing an entirely new machinery to parallel the present system.

At about the same time Julius Barnes who knows the grain trade from seed to bread, advised the farmers of Nebraska that he differed "strongly with the view that producers must combine to extort from the consumers of the country the adequate return not obtainable for producers otherwise. . . . A study of history demonstrates that when a community or an industry depends on combination and undue advantage to preserve themselves, that minute begins the deteriora-

tion which is prevented while they rely on their efforts and the intelligent adaptability."

Farmers want to be excluded from the operation of the Sherman Anti-Trust Law, which would doubtless be part of Mr. Shapiro's un-American program. Mr. Barnes expresses a refreshing belief in American independence and enterprise. Take your choice.

## RAILROAD RETURN SETTLED

PRESIDENT WILSON gave the country a welcome Christmas present when he issued his proclamation returning the railroads to private control March 1, 1920. This relieves in large measure the uncertainty that business felt regarding the future of the roads, but the feeling of relief will not be complete until Congress passes the compromise Esch-Cummins Bill. Not until then will we know whether the roads will have a show for their white alley.

The equipment of the roads is in bad shape. There is a serious shortage of rolling stock and a greater maldistribution of the cars they have. Adjustment will be difficult and costly. Congress should provide for settlement of wage disputes without strikes and some control of capital stock issues; but more important, it should provide for a constructive plan of rate making. Make up your mind to higher rates, but let the grain trade be ready to fight to prevent the destruction of the rate structure between markets.

## FOIBLES OF THE FARMER

THE farmers of Kansas had crops this year valued at \$1,087,000,000. And yet, the report of the Board of Agriculture tells us, the farmers made less net profit than in former years. No doubt that accounts for the extreme difficulty automobile, tractor, piano and phonograph salesmen have in placing their wares in that commonwealth.

When will politicians have done with bemoaning the poverty of the farmers, even though the country banks are bursting with money, and every farm house boasts luxuries which only a small percentage of urban dwellers can afford? Farm products were the first by many months to feel the boost in value when the war began. They will have to be the first to show a material decline before a normal, even if not a pre-war level is reached. Farmers have made more money in the last three years than in any decade preceding. Why not admit it, instead of whining over a bank balance that would choke a cow?

## LENDING OUR CREDIT

TRAVELERS from Europe are agreed that transportation difficulties are the greatest handicap in the resumption of normal conditions. Motive power and rolling stock as well as roadbeds were used up during the war and a general renewal of all these factors will be necessary before an even distribution of supplies is accomplished.

Belgium is recovering the most rapidly of all continental belligerents, and has placed

an order for 150 locomotives in this country, with an option of 50 others; payment to be made with 5-year, 6 per cent notes of the Belgian Government. This, together with the sale of 7,000,000,000 marks which were in circulation when the war ended, back to Germany at the pre-war rate, puts the little country on a sound financial basis, needing only temporary loans or credit to carry it over the first years.

We should extend some credit not alone to Belgium, but to all Europe if we are to do our part in reconstruction period which is just as important as was the war itself. The plans suggested by Mr. Hoover and Mr. Barnes, of utilizing part of the \$1,000,000,000 guarantee fund, which has not been touched, for this purpose, are eminently sound and should have the endorsement of the trade. But nothing doing on the \$15,000,000,000 pauperizing loan suggested by Sir George Paish.

## ARE THE BULLS IN DANGER?

THE question has been raised if the present stampede for wheat is not based entirely on the spring shortage and is therefore of fictitious economic origin. If the price does not represent a fictitious value, what will be the effect of the retirement of the Grain Corporation?

We had this year, with the carry-over, almost 1,000,000,000 bushels of wheat. Of this amount 650,000,000 is necessary for domestic consumption, seed and carry-over, leaving an exportable surplus of over 300,000,000. Up to January 2 exports of wheat and flour as wheat were 117,462,000 bushels, leaving a surplus balance of about 200,000,000 bushels, more than there is any possibility of exporting. To be sure a large amount of this surplus is low in quality, but any talk of a wheat famine is probably a product of spring wheat flour millers to protect their purchases for future flour sales. There is certainly no lack of wheat and there will probably be a considerable carry-over into the next crop.

On this showing the price of wheat, particularly spring wheat at \$3.50, is high from the standpoint of the economic situation. It is not high, of course, if people continue to pay unreasonable prices for flour, but basically it is too high, for the world supply and demand does not warrant it. The Grain Corporation price approximates the world value of wheat.

Mr. Hoover says that with a few exceptions the countries of Europe will be on a normal production basis next year. If that is true, the demand for our new wheat from abroad will be light, on account of the high exchange, and because other countries will have large surpluses to sell for less money. Beginning July 1 there will be a crop report market, with no way of foretelling how it will turn. The re-entry of the trade into the wheat futures market may temporarily produce an effect which later sober judgment will correct. But with any but a distinct wheat shortage, we look to have about reached the zenith of war wheat prices. Not only wheat but other grains and food commodities are due for a decline.

EDITORIAL  
MENTION

It will be but a short while now before July wheat futures will be open for trading.

It remains for some transportation Solomon to define the term "unreasonable delay" in freight shipments.

Let us hope that the coming year brings forth as prolific a crop of grain as it does of politicians and hot air. Gosh, how we dread it!

The only bread in Petrograd is said to be made of linseed meal and is very irritating. There are lots of things in Russia that are very irritating.

The Government will not pay claims for losses on clear record cars. But February will soon pass and with it Order 57-A which makes all the trouble.

The seed trade looks for a prosperous year, and the elevators that are in a position to handle grain or grass seed should show a balance sheet that fairly smiles.

The demand for oats and rye from abroad keeps up and even promises to exceed the supply. The wonder is that rye hasn't more nearly approached its real value.

Fall wheat in Canada last year averaged  $23\frac{3}{4}$  bushels to the acre as against  $9\frac{3}{4}$  bushels for spring wheat. Oats made  $27\frac{1}{2}$  bushels; barley 22 bushels; rye  $14\frac{1}{2}$  bushels; and corn 48 bushels.

Even in a business as dependent upon good will as operating an elevator, it is surprising to see how many grouches there are, and more surprising that they get away with it as long as they do.

Steps are being taken at the terminals to speed up unloading, in an effort to increase the number of available cars. It will take more than unloading speed to supply the demand, but every little helps.

Alaska harvested 2,000 bushels of wheat last year and it is expected that within a few years the Fairbanks district at least will be self-supporting. Climatic limitations of all the grains seem to be disappearing.

One of the most important developments of the year just closed was the flat and final repudiation of the Federation of Labor by the farmers of the country. This will take on added significance as time passes.

The Australian Wheat Board refused to give the British Government an option on 18,666,666 bushels of new wheat, "in view of the hardening tendency of the world's market." It is quite likely the Board could do better in this country, particularly as Aus-

tralia is buying considerable merchandise here and needs something besides rabbit skins to send back. We bought 60,000,000 pounds of rabbit skins of her last year, which are converted into sealine coats.

We will give the Railroad Administration credit for generally answering letters courteously, even though the information or the decision asked for was not forthcoming. Courtesy has never been known to hurt a deal of any kind.

The elevators that have grain driers are celebrating a private Thanksgiving of their own. Corn is coming to most markets with anywhere up to 22 per cent of moisture, which is too much to induce dreamless sleep at this time of year.

According to the Drake, N.D., *News*, it costs some elevators in that state handling 50,000 bushels of grain a year only 3.03 cents per bushel to handle wheat. We are glad we hold no stock in one of those houses if they pay for their grain on that basis.

With a 25 per cent drop in winter wheat acreage and a lot of Hessian fly in prospect the outlook for a bumper crop next year are very slight. But the spring wheat made a light crop so the prospects in the Northwest are somewhat better if proper seed can be obtained.

Mr. Hoover says that the world has just enough bread cereals to go round, but transportation is bad everywhere, so they can't go round. That means that someone will have to bid high to overcome the natural difficulties, and that bid will have an effect on the rest of the crops.

The sales of formaldehyde in the spring wheat states has increased from 150 to 325 per cent in the last two years, the increase representing supplies used in fighting smut. The Government is working hard to interest wheat growers everywhere in the economy of seed treatment.

Effective February 1, France intends to raise the price of wheat from 43 to 75 francs per metric hundredweight. The Government will retain the monopoly in buying, importing and distributing foreign grain. The export trade will have several hard problems on its hands even after June.

If weevil appears in your wheat fumigate at once. Carbon bisulfid is not expensive, is easily handled, though it is combustible, and it will surely do the business if the temperature is not below 60 degrees. Frequent turning will also kill many. Live weevil means no grade wheat. It pays to fumigate.

Freight tonnage passing through Sault Ste. Marie in 1919 was the smallest in five years. Fewer vessels were in commission and fewer trips were made, due principally to strikes. Flour shipments, 7,246,495 barrels, were the smallest since 1911, and the

wheat movement was only 113,734,848 bushels, also the lightest in eight years. Other grains totaled 52,734,345 bushels. Salt, oil, and general merchandise, all of them of comparatively small tonnage, were the only commodities that made gains.

The agent for Pierce County, N. D., has figured wheat yield averages for a number of years and concludes that a farmer in that section can better afford to grow durum wheat at \$1.49 than hard spring at \$2.04. The present market for durum is almost as stable as for spring wheat but the crop might easily be overdone.

The National Association already has 107 new members since the fall meeting. On February 1 the annual boosters campaign starts for 250 members. By that time there will only be about 125 more to obtain and the campaign will be of very short duration. If you expect to get in on the booster prizes it is time to get busy.

There seems little encouragement for a return to normal international exchange in the report that America's trade balance for the fiscal year ending June 30, was \$3,978,134,947, a new high record for any nation. The pound sterling is over a dollar below par while the franc has decreased more than 50 per cent in value.

The spread of cash corn on the Chicago Board of Trade in 1919 was 88 cents, from \$1.22 to \$2.10, the high point being reached in July and August. Oats ranged between 54 cents and 89 cents; and wheat, \$2.21 low in July to \$3.45 high in December. It is safe to say that had there been no restrictions the spreads would have been materially higher.

The barley trade may take encouragement from the fact that the Government is boosting the use of malt sirup, which can be made by brewers with no changes or additions in their plants except for evaporating pans. If the Government prognosis is correct the demand for this sirup will counterbalance the effect of prohibition, at least during the present sugar shortage.

One might expect such extravagant utterance from a farm paper or a rural congressman, but the following old, exploded statement seems rather below the Kansas Board of Agriculture which issued it:

The Kansas farmer receives about \$2.00 per bushel for his wheat. It requires  $4\frac{2}{3}$  bushels to make a barrel of flour of 196 pounds. This barrel of flour will make 294 one-pound loaves of bread which retail at 10 cents each, or \$29.40 for the barrel of flour when sold as bread. To this must be added the by-products in the manufacture of flour, as bran and shorts, valued at \$1.35. The consumer thus pays \$7.14 per bushel for the wheat for which the farmer receives only \$2.00.

Surely the Kansas Board knows that the consumer pays only \$2 for the wheat and \$5.14 for labor, transportation, interest, overhead, and other expenses incident to manufacturing and selling a commodity.

E. A. JAMES  
Chicago

# NEWS OF THE TERMINAL MARKETS

R. S. FITZGERALD  
Cincinnati

## THE ELECTION AT MEMPHIS

The Memphis Hay and Grain Association at its recent annual meeting, elected the following officers: Embrey E. Anderson, president; W. R. Smith Varriz, vice-president; Walter J. Fransiola, secretary-treasurer. The Association started a movement for a modern terminal grain elevator with a capacity of 1,000,000 bushels.

## TACOMA EXCHANGE IS ORGANIZED

The Tacoma Grain Exchange was organized by members of the Tacoma grain trade and started active operations on January 1. The officers of the Exchange are: F. B. Burke of the Sperry Flour Company, president; P. S. Brown of the Albers Bros. Milling Company, secretary-treasurer, and L. M. Daniel, representing the Northern Grain and Warehouse Company, manager.

The directors are, in addition to the officers: H. B. Clark of the Fisher Flour Mills; William Irons, of the Puget Sound Flour Mills; C. E. Curran, of Tacoma Grain Company; John B. Stevens, of John B. Stevens & Co.; Fred Kenworthy, of Kenworthy Grain & Milling Company; W. A. Farr, of Tacoma Feed Company, and F. W. Chovil, of Coast Trading Company.

## GOOD DEMAND AT INDIANAPOLIS

"The extreme light receipts we have been having have not been equal to the demand. Indianapolis, being the distributing point it is, could use two or three times the amount of grain we are getting. For the past week our grain has been selling on a basis of the Chicago prices f. o. b. the Illinois point. As long as these light receipts continue we feel the trade can make no mistake in letting their grain come into this market. If you will compare the Indianapolis sales with those of other markets, you will find they are about the highest in the country, especially on corn and oats.

"We believe it will take much heavier receipts to get our market down to a basis of the other markets."—P. M. Gale Grain Company, Indianapolis, Ind., review of week ending January 10.

## REVIEW OF PITTSBURGH MARKET

"There has been a very urgent inquiry for winter wheat and market here practically bare with buyers very anxious. Millers are anxious for immediate shipment on wheat and are bidding good premiums.

"Receipts of corn have been fairly liberal and just a little in excess of an indifferent demand the past week. Eastern markets generally are underselling the West on all grades of corn, and there does not appear to be any immediate prospects for a change from this condition. The past few days has seen very free offerings of corn from nearby Western states with buyers in the East very indifferent.

"The movement of oats has enlarged considerably the past week and nearby Western States seem very anxious to market oats, in fact it appears that oats are being loaded where empties are available in preference to corn in many instances.

"The car situation has remained rather acute, but there seems to be a loosening up in some localities. In our opinion it is not so much a question of cars as transportation. If the railroads did not delay shipments enroute so long, there would be a much more plentiful supply of cars. It is a very common occurrence to require four to five weeks to have cars delivered from Chicago to Pittsburgh and also from nearby stations to Pitts-

burgh whereas under normal conditions one week to 10 days would be considered plenty of time in which to make delivery."—Harper Grain Company, Pittsburgh, Pa., Market Letter of January 12.

## A DIRECTOR FROM NEW ENGLAND

The Grain Dealers National Association has had ample opportunity to test the high character and ability of Boston merchants. None has contributed more to this reputation than A. S. MacDonald of the A. S. MacDonald Commission Company, who is a director of the Association, and one of the strong figures in the Eastern trade.

The A. S. MacDonald Commission Company handles carlots of grain and millfeed, covering the



A. S. MacDONALD

entire New England territory and with many accounts in New York State and New Jersey. It has earned an enviable place in the esteem of all who transact business with it.

While Mr. MacDonald is well known to the regular attendants of the National Association meetings, this is the first time we have been privileged to present his likeness in these pages.

## A LOW RECORD IN RAILROAD EQUIPMENT

The bearish construction placed on the statement of the wheat situation and a large run of corn, caused considerable selling early and a weaker market. A good commission house demand caused shorts to cover. Receipts promise to increase, although a very large movement is not to be expected on account of the shortage of rolling stock. An analysis of the railroad situation shows that until this year the smallest number of freight cars ordered in any year for the railroads since 1901 was 62,669,—this being the number in 1908. In 1919 only 21,694 cars were ordered and, as 14,895 of this number were tank cars ordered by private lines, striking new low records in railroad equipment are made. 214 locomotives were ordered in 1919 and most of these by industrial roads. During the past three years there has been an actual decrease of 933 miles in the mileage of railways operated in the United States. The scarcity of freight cars is an important factor in the grain markets. The movement has been delayed and the shortage of rolling stock precludes an overwhelming movement. In sections where there has been

extensive farm land speculation, farmers will be compelled to sell their corn. Prospects for a better run of corn will remove a buying incentive.

Oats made a good rally after the early weakness. Seaboard bids were on a working basis, but sellers scarce, as the car situation hampers the movement. The domestic cash demand continues good and receipts at present relative position to demand, indicate a further shrinkage of visible stocks.—Simons, Day & Co., Chicago. From Market Letter of January 13.

## DUES ARE INCREASED

The annual dues on the Chicago Board of Trade have been made \$150 for 1920, an amount double what they have been for the past 25 years. For years the Board has run along with the same assessment, but expenses have greatly increased and income failed to meet them. Also an expenditure of \$40,000 is necessary to repair the building to make it habitable until a new one can be built.

A budget system has been adopted under the administration of President L. F. Gates and the present Board of Directors, placing the Board's affairs on a sound business basis. The proposition is being entertained to create a fund for the retirement of \$50,000 of its bonds annually so that the bonded indebtedness can be reduced and the organization placed in better shape for floating a new loan when the plans are completed for erecting a new structure.

## USE CAUTION IN WHEAT BUYING

Our Boy Solomon of Toledo, Ohio, says in Special Market Report of January 12:

"Don't load up with wheat at these prices. Director Barnes says that farmers, millers and dealers outside of the Grain Corporation own and are carrying 437,000,000 bushels against 299,000,000 year ago. He says wisdom dictates the reduction of commitments to the minimum required for the conduct of necessary current business. There is no immediate prospect of further purchases of flour by the Grain Corporation. The export outlet is open to millers individually without necessity for permits. Last season our total home consumption did not exceed 550,000,000. Winter wheat acreage is only 39,000,000, but our second largest crop, 685,000,000, was raised from 37,000,000 acres. Twice the spring wheat crop has exceeded 350,000,000. Exports this season were 33,000,000 less than last.

## A FEW WHEAT STATISTICS

"We have been asked for some wheat statistics by an estimator who thinks the United States may carry over one of its largest July 1, 1920, wheat surpluses. He believes the \$2.23 wheat guarantee is the basic cause of the current surprising \$2.65 to \$3.50 wheat levels, apart from the amazing spring wheat premiums. Basis of 590,000,000 for United States consumption and seed he figures a January 1, 1920, wheat surplus of possibly 287,000,000.

"The difficulty of exporting 120,000,000 to 150,000,000 in next six months is apparent. If 150 be shipped the United States may hold a 137 surplus on July 1. The relation of wheat to other grain prices must be considered. The United States raised its 1919 wheat estimate to 941 in December. Owing to car shortage and some holding by farmers primary wheat receipts July 1 to January 3 are 296 from a 941 crop versus 356 from a 917 crop of 1918.

"Wheat statistics thus create wonder as to the

basis of continued bullish expressions. If statistics are correct—can we sell our entire surplus abroad? In millions, on farms, 19; visible 7; second hands 30; crop 941, total 997. Consumption and seed 590; exports to January 1, 1920, 120. Total 710. Full surplus 287. If United States consumption rises to 620 the full surplus would be 257.

"The January 1, 1920, wheat visible of 75,000,000 compares with 119 last year. On December 1 Howard Bartels estimated a full surplus of 296 basis of a 593 annual home consumption. Basis of a \$3 wheat average, corn at \$1.75 may be relatively reasonable. At \$2.32 for wheat—\$1.50 corn might appear liberal. The U. S. wheat price and supply problem is therefore of extreme interest to the corn belt.

"World wheat surpluses January 1, 1920, can be estimated, millions: Australia, old and new, 80; United States, 207 to 237, above necessary reserves; Canada, 46; Argentina, old and new, 174. Total, 507 to 537. Russia may export 50."—*E. W. Wagner & Co., Weekly Review of January 10.*

## A GOOD SUGGESTION ON CAR SHORTAGE

"The situation in this market is the most quiet of any of the winter months for some years. Upon comparing the receipts for the present week with those for the same period in 1919 we find the movement of corn only one-third of what it was the same time last year while the receipts of oats are just double those of last year but not heavy at that. A comparison of prices shows that corn is 4 to 10c higher, oats 10 to 15c higher and hay about \$2 per ton higher.

"During the past few days there have been indications of a little improvement in the car situation, but to offset this we also find farmers and holders of grain at country points showing a disposition to hold for higher prices. We are inclined to feel friendly to corn, even if a heavier run is experienced. Our ideas of a remedy in part for the car shortage is to make repairs faster as so many of them are unfit for grain loading."—*Bert A. Boyd Grain Company, Indianapolis, Ind. Special Market Letter of January 10.*

## CONDITIONS AT ST. LOUIS

"The condition in our wheat market has been very strong for the past two weeks. We have had an almost steadily advancing market with decreasing stocks. The daily receipts have not been enough to supply the milling demand, and millers have been forced to draw upon their stocks to keep their mills running.

"There was some choice hard winter wheat sold here in the market yesterday at \$3 and the No. 2 red has been up around \$2.85. We feel that this situation in wheat is going to become very acute before the new crop is raised. We look for materially higher prices.

"The car situation has been a hindrance to the movement of corn for the past 60 days. The elevator people have become so accustomed to the promise of cars and that they are going to get them next, together with all the other 'tommy rot stuff' that we get in the papers every day, that they have become rather case hardened and do not pay any attention to it.

"The trouble with this whole situation is, there is just a little bit too much business for the railroad people to handle. The coal strike put them back two or three weeks on an already overcrowded condition and they have been forced to neglect every class of people in order to get fuel over their lines. We do not look for any let-up in this car shortage for the next three or four months. We think it will remain acute all the way through. With a week or two of good weather we may look for somewhat increased receipts, but nothing alarming.

"The market has advanced steadily and it looks as though it may be reaching top today, possibly have some setback, but there is no accumulation of stocks any place and it is pretty hard to have a bear market or panic on empty bins or bare shelves. The same is equally true, even more so, in this oats market. There are no stocks of oats any-

where except at Milwaukee, Chicago, Buffalo and a few at the Atlantic ports. All this vast Central and Southern territory is practically without any stocks of oats, and that is the great consuming territory of oats in the United States. We feel friendly to wheat, corn and oats tonight.

"The big export business in rye has caused considerable demand to spring up locally and the odd lots of rye have been pretty well cleaned up, which leaves a rather healthy situation in that cereal."—*Elmore-Schultz Grain Company, St. Louis, Mo., Market Review of January 10.*

## DEATH OF E. W. BAILEY

E. W. Bailey, late head of the grain firm of E. W. Bailey & Co. of Chicago, one of the oldest firms on the Chicago Board of Trade, died January 2 at his home 4858 Kenwood Avenue after a three day's illness from neuralgia. He was 77 years of age and had been a member of the Board of Trade since 1879.

Mr. Bailey was a native of Vermont and came West in 1871. In 1893, during the panic, he was forced to suspend through the failure of John Cudahy, for whom he carried a large line of lard. At that time he squared his obligations by paying 30 cents on the dollar. Fourteen years later in 1907 he paid out over \$125,000 with interest at 6



THE LATE E. W. BAILEY

per cent to all creditors though not obliged to pay a cent. Mr. Bailey considered the repayment of the debt as a moral obligation.

Mr. Bailey's long association with the Board of Trade had brought him into contact with grain merchants and dealers everywhere by all of whom he was greatly respected. He was highly esteemed also by his fellow members where he had very many strong friendships. He will be greatly missed from his accustomed place.

He is survived by his widow, Mrs. Cora H. Bailey and a son and daughter, George C. Bailey and Mrs. Mary B. Meyer of Evanston. The funeral was held at his residence and the interment took place at Montpelier, Vt., his birthplace.

## THE ELECTION AT ST JOSEPH

The annual election of officers of the St. Joseph Grain Exchange, St. Joseph, Mo., for the ensuing year was held January 6. None of the three candidates for president of the Exchange for the coming year received the necessary plurality in the first poll. In an adjourned election for the presidency J. M. Flynn was chosen to fill the office for 1920.

S. A. Penney was elected vice-president, and the following were elected directors for a two-year period: J. W. Craver, A. J. Brunswig, B. V. Sloan, J. D. McKee, and Fred. Frederick. T. P. Gordon was elected to fill a term of one year.

A banquet was held at Hotel Robidoux the evening of the 6th. Short talks were given by D. F.

Piazzak, second vice-president of the United States Grain Corporation, Kansas City; F. P. Manchester, secretary of the Board of Trade, Omaha, Neb.; Col. E. Stenger, of the Union Pacific Railroad; W. S. Washer, of Atchison, Kan.; and by Ewing Herbert, A. P. Marlin, I. A. Vant, and C. D. Morris, all of St. Joseph.

## STEPS TO INCREASE CAR SERVICE

"The principal thing in our market right now is the car situation and complaints regarding the shortage have been coming from widely distributed territory.

"Our efforts in this regard have proved of no avail, but understand that steps have been taken direct to Washington in order to get relief. Prices have been holding up well, everything considered, but doubt if this would be the case were cars available.

"Of course, grain of all kinds comes in for the usual amount of fluctuations, but the general trend has been upward until the last day or two. Prices do not seem to have any effect upon the demand and we have been able to sell everything offered very readily.

"We see nothing in the situation to cause us to believe that the demand will lessen and in fact look for even more active market during the near future."—*E. P. Bacon Company, Milwaukee, Wis., from letter of January 12.*

## THE MINNEAPOLIS MARKET

"Our wheat market for the last few days has been rather dull with small declines, but receipts are very light and the volume of business amounts to very little. Winter wheat is selling on our spot market at prices below a replacement basis on the same wheat which must come from the Southwest.

"The corn market is beginning to lose its 'independence' and is now more or less responsive to the action of Chicago and Peoria and other Eastern markets with which it is now about on a parity.

"The demand for barley, on the whole, is not large. There is a good demand for the choicer qualities; low grades are moving slowly at present.

"The feed shortage in the Northwest creates a fairly good demand for our local oats, so that our market is on a slightly better basis, freight rates considered, than Chicago or Milwaukee.

"Our rye market is controlled by the export situation, thus putting us, so far as rye is concerned, on a parity with other markets."—*Godfrey-Blanchard Company, Minneapolis, Minn., Late Market Letter.*

## LESLIE F. GATES IS RE-ELECTED

The annual election on the Chicago Board of Trade, held early in January, resulted in the re-election of Leslie F. Gates, of Lamson Bros. & Co., president of the Board, without opposition. James J. Fones, manager of the cash grain department of E. W. Wagner & Co., and a director of the Board for six years, was elected vice-president, also without opposition.

The five directors elected for three-year terms were: Joseph Simons, of Simons, Day & Co.; W. E. Hudson, of Bartlett Frazier Company; Edw. D. McDougal, of Armour Grain Company; L. L. Winters, with Hulburd, Warren & Chandler.

President Gates in his annual message to members of the Chicago Board of Trade at its meeting held January 12 recommended the creation of a fund for the retirement of the \$523,800 outstanding bonds of the Board. Among other things he said:

"Circumstances beyond our control have deprived us of the opportunity to handle much grain which under normal conditions has sought this market, and with the return of a normal situation during the coming year we must see to it that the temporary conditions do not work to our permanent detriment. We may congratulate ourselves that conditions were not so serious as to prevent a fairly satisfactory service to the public that we have aimed to serve for the last 70 years.

"The present value of the privilege of membership should have the effect of attracting to our activities new members of high standards of effi-

ciency and high ideals of service. This will be admitted as desirable, since inbreeding leads to weakness in an association.

"That in a reconstruction process following a world war the grain business will undergo changes is not unlikely, and it will require the best of thought on the part of our entire membership to insure that changes shall be along lines of evolution rather than revolution."

The following standing committees for the year have been announced by President Gates: Executive—Messrs. McDougal, Sullivan, Andrew, Hudson and Simons; Membership—Messrs. Lake, Kempner and McCullough; Warehouses—Messrs. Sullivan, Fones and Hudson; Grain—Messrs. Fones, Hales, McDougal, Adolph Gerstenberg, W. H. Perrine, F. G. Winter, R. A. Schuster; Market Report—Messrs. Bagley, Andrew and Brosseau; Transportation—E. A. Doern, chairman; Weighing—Messrs. Andrew, Lamy, Bagley.

## CHANGES IN MEMBERSHIP

**Baltimore.**—New members in the Chamber of Commerce are: Albert Keeney Taylor of Taylor & Bournique Company, Milwaukee, and John Sonderman of Baltimore. The membership of Henry C. Tiemeyer has been transferred. Reported by Secretary Jas. B. Hessong.

**Chicago.**—The following have been elected to membership on the Board of Trade: E. Davis, Garnett S. Zorn, L. Saunders, Wm. H. Crane, J. S. Grant and Paul E. Gardner. Those of John E. Jenkins, H. L. Wilkinson, W. F. Burrows, Chas. W. Gillett, Lee W. Pardridge and F. S. Martin have been transferred. Reported by Secretary John R. Mauff.

**Duluth.**—Memberships in the Chamber of Commerce have been granted to H. J. Crafton, G. W. Higby, F. H. McCarthy and G. C. Wilson. The memberships of J. A. Todd, Geo. F. Foster, S. C. Harris and Geo. Spalsberry have been transferred. Reported by Secretary Chas. F. MacDonald.

**Milwaukee.**—C. H. Casebeer and Robt. P. Fairbairn are new members in the Chamber of Commerce. Max Patton, deceased, Frank J. Gritzmacher and Harold E. Tweeden's memberships have been transferred. Reported by Secretary H. A. Plumb.

**Toledo.**—Henry Hirsch has been granted a membership on the Produce Exchange. A. J. Cowman has been admitted on the certificate of I. D. Sayles. Reported by Secretary Archibald Gassaway.

## TERMINAL NOTES

Sloan Simmons, of St. Joseph, Mo., has opened an office in the Hubbell Building at Des Moines, Iowa.

Kerr, Gifford & Co., grain firm of Portland, Ore., distributed upwards of \$15,000 to their 150 employees at the close of last year.

Julius Artes, for more than a quarter century manager of the Union Elevator at Evansville, Ind., has resigned to engage in other business.

Alex Harsh of the Elmore-Schultz Grain Company of St. Louis, Mo., was absent from the Exchange a fortnight recently on a hunting trip.

The Van Dusen-Harrington Company of Minneapolis, Minn., with \$1,500,000 capital has renewed its corporate existence for another 30-year term.

The Merchants Exchange of Portland, Ore., appointed the following grain inspectors at the close of last year: H. Hunter, L. G. Briggs, Charles Malotte, C. Linanberger, C. Van Tassell, James Frazier and V. W. Millard.

"The American Elevator and Grain Trade" wishes to make acknowledgement for additional attractive calendars received from Toberman, Mackey & Co. of St. Louis, Mo., and The O'Bannon Company of Claremore, Okla.

An announcement of more than usual interest was made January 1 to the effect that McKenna & Rodgers, one of the most favorably known grain firms on the Chicago Board of Trade, had dissolved to form two new firms. Edward P. McKenna and Luther S. Dickey formed a partnership under the name of McKenna & Dickey with offices at 60

Board of Trade where the old firm was located. Christopher Strasser, for a number of years with McKenna & Rodgers, will be in charge of the receiving department. John A. Rodgers has formed a new house, J. A. Rodgers & Co., at 59 Board of Trade.

The Cunningham-Graham Grain Company of Kansas City, Mo., has been incorporated with a capital stock of \$50,000. W. B. Cunningham is president of the company and B. S. Graham is vice-president and general manager.

Expulsion from the Chicago Board of Trade early in January included James T. Wilson, a grain dealer of Oklahoma City, Okla., charged with "bucket shopping," and David O'Connor, who was taken to Joliet for a criminal offense.

The Simous Hay & Grain Company has succeeded Douglas W. King in the grain business at Fort Worth, Texas. Mr. King has removed to San Antonio, Texas, to become vice-president and general manager of the Blue Star Elevator Company at that place.

Willis E. Sheldon of Jackson, Mich., for years engaged in the grain business in Michigan and well known in Central territory has sold his business to the Myers-Marshall Grain Company and has removed to Los Angeles, Calif., where he will reside in the future.

One of the attractive calendars sent out for 1920 reached us from the McConnell Grain Corporation of Buffalo, N. Y. It was a reproduction of a painting by W. Haskill Coffin, the title being "chrysanthemums" and this flower was the single ornament of an attractive young woman.

A new grain firm has been formed at Indianapolis, Ind., under the style of Steinhardt-Bell Grain Company. The principals of the firm are: A. N. Steinhardt, formerly secretary of the Farmers Grain Dealers Association, Bloomington, Ill., and Homer W. Bell of Watseka, Ill.

The White Grain Company has just been organized at Peoria, Ill., to engage in a general grain business. Offices are in the Easton Building. J. M. Murphy is president of the company and J. L. White, secretary. Both have been members of the Peoria Board of Trade for several years.

The A. C. Gale Grain Company of Cincinnati, Ohio, reports doing the largest wheat business in their history on this year's crop, 90 per cent of it going to mills. They have made improvements and additions to their elevator and have everything ready with good outlook for business during 1920.

The Bert A. Boyd Grain Company of Indianapolis, Ind., has mailed to its friends and patrons renewal leaves for 1920 for the Daily Date Calendar which they sent out a few years ago. The calendar will serve as a daily reminder of the 1920 service performed on consignments by this well known firm.

The Urmston Grain Company of Indianapolis and Buffalo sent out holiday greetings as follows: "There is an asset in our business life not represented on the books. It finds expression in being a part of the success of others. We give it voice in sincere holiday greetings and good wishes to you."

Vanderslice-Lynds Company of Kansas City, Mo., have recently opened an office at St. Joseph, Mo. They have established wire connections with the leading Western markets, executing orders for grain, stocks and provisions, as well as handling cash grain on a consignment basis. C. B. Lightner is manager.

Joseph Wild, editor of the *Wagner Letter U. S. A.* took a six weeks' trip through the West late last year and now gives us his impression in a 30-page booklet on "California Rediscovered in 1919." Apparently nothing above the earth escaped Mr. Wild's notice and the authors quoted include all known writers, mystics, players and horologists from Homer to Ybanez. Victor Hugo, in comparing the Duke of Wellington with Napoleon said the former planned every act with mathematical precision leaving nothing to chance; Napoleon, on the contrary, entered a battle with nothing pre-

arranged but "divined like lightning and struck like a thunderbolt." Mr. Wild enacts the military tactics of the Iron Duke and the Little Corsican, on paper. Get the book. It's interesting whether you go to California or not.

The announcement is made that Cairo has been made the official head of navigation for the Government Barge Line during the winter navigation. This will prove an additional boost for the grain trade of Cairo and the market is equipped by new elevators, improvements and facilities to largely increase its business.

President L. F. Gates of the Chicago Board of Trade recently appointed Gardiner B. Van Ness, George E. Booth and Adolph Kempner a special committee to go to Washington to confer with Director General Hines of the railroads in the matter of getting cars to move corn from the country to terminal markets.

The Murphy Grain Company of Springfield, Ill., has obtained permission of the secretary of state to change to the Fernandez Grain Company, Inc. The new company is incorporated for \$60,000 fully paid with the following officers: Sim Fernandez, president; W. W. Jill, vice-president, and N. A. Midden, secretary and treasurer.

The Kansas City Board of Trade recently defeated, by a vote of 79 to 73 an amendment to the constitution of the Board providing for the increase in the price of treasury memberships from \$15,000 to \$20,000. It was claimed by opponents to the increase that the advance in price would give the appearance of a closed corporation.

Pope & Eckhardt Company of Chicago remembered their friends during the holidays by the gift of a handsome ornamental desk calendar. The well known ears of corn, featured so often by the company, has a place on each leaf of the calendar and there are also wise sayings, written for reflection on the part of the thoughtful observer.

J. G. Zahm & Co. of Toledo, Ohio, invoked the Goddess Ceres to spread her benign influence over the grain trade in holiday wishes as follows: "May your success and happiness in life grow like No. 1 red wheat; may you always have a corn-er on good luck; may you never have to make a rye face; may you live in clover all the days of your life."

Charles F. Glavin, well known grain commission merchant of Milwaukee, Wis., who was forced into bankruptcy about five years ago, returned from South America late in December and at once paid creditors 50 per cent on claims, with prospects of further payments. He went into the grain business at Buenos Aires, Argentina, and made enough money to pay half his debts, due to a disastrous deal in corn, although fully released by the bankruptcy proceedings.

Our list of holiday cards and New Year's greetings included expressions from the following: Holiday Elevator Company, Cairo, Ill.; Pope & Eckhardt Company, Chicago, Ill.; Oscar C. White with S. Mincer, Chicago and St. Louis; E. P. Bacon Company, Milwaukee, Wis.; Lowell Hoyt & Co., Chicago; Black Hawk Grain Company, Omaha, Neb.; Geo. S. Colby, chief grain inspector and weighmaster, New Orleans, La.; Victor Dewein, Warrensburg, Ill.; Milton Crowe, Frankfort, Ind.

Commencing January 1 the grain business established at Louisville, Ky., many years ago by Sebastian Zorn and conducted by him to the date of his death, began operating as a corporation under the style of S. Zorn & Co., the business before that having been a partnership. The new corporation will have a capital stock of \$200,000 of which one-half is paid in. The incorporators are: Thomas G. Williams, a brother-in-law of Mr. Zorn; Garnett S. Zorn, a son, and Harry Volz.

Thomas Sampson has been elected vice-president of the Moering Grain Company of Milwaukee, Wis., to fill the vacancy caused by the withdrawal from the organization of W. H. Moering, former vice-president. The other officers remain the same as heretofore: Kurtis R. Froedtert, president; W. A. Teipel, secretary and treasurer. Mr. Froedtert is also president of the Froedtert Malting Company and Mr. Teipel, vice-president of same. Mr. Samp-

son has been active in the firm since last March, handling the company's grain on the Exchange and his 36 years' active experience and wide acquaintance with the grain trade in general assures success in his assuming the further responsibility.

The Milwaukee Chamber of Commerce recently adopted a rule providing that no firm or corporation shall be entitled to transact any business in the Exchange Room unless at least one member of such firm or one executive officer of such corporation shall be a member of the Chamber of Commerce, and unless permission is granted by the Board of Directors.

In presenting Leroy D. Godfrey to our readers last month as a new director of the Grain Dealers National Association it was erroneously stated that the Godfrey-Blanchard Company, of which Mr. Godfrey is the head, was organized in 1907. This should have read 1917. Mr. Godfrey's experience in the grain business began prior to this later date, but he did not launch his own business until 1917.

The Lew Hill Grain Company has been incorporated with a capital stock of \$50,000 at Indianapolis, Ind., to succeed Lew Hill. Mr. Hill, who has been in business for himself for a year past and who has had years of experience in all branches of the grain business, is president of the new company; Charles S. Weirick is vice-president; Harold D. O'Brien is secretary and assistant treasurer and O. P. Deluse is treasurer.

As announced last month the Eikenberry-Fitzgerald Company of Cincinnati, Ohio, and the Squibb-Carter-Squibb Company of Lawrenceburg, Ind., have amalgamated into what is known as The Nutritia Company, manufacturers of feeds and buyers and sellers of grain, mill feed, hay and straw. The manufacturing plant is at Lawrenceburg, Ind., the distributing plant at Cincinnati. Officers of the

company are: N. E. Squibb, president; E. C. Eikenberry, vice-president; R. S. Fitzgerald, secretary; E. A. Fitzgerald, treasurer and general manager. General offices are in the Carew Building, Cincinnati.

H. W. Paynter, with Rogers Grain Company, Chicago, Ill., on January 8 sold a car of consigned wheat, which graded dark No. 1 northern, at \$3.49. It was taken by a local concern for milling purposes. This was the highest price on record at Chicago with the exception of a car of the same grade sold the last week in December for seed.

The Nelson Grain Company's plant at Kansas City, Mo., consisting of warehouses, feed mill and other buildings has been purchased by Geo. K. Walton of Kansas City, and John W. Boyd and Preston Pate of Joplin, Mo., who have formed the Nelson Grain & Milling Company, capitalized at \$150,000 to operate the property. The company will manufacture corn chops and handle feeds.

Southworth & Co., of Toledo, Ohio, admitted in their *Weekly Market Review* of January 3 of entering their fortieth year. It is reported that Father Time said to the newly organized firm 40 years ago: "You are going to be prosperous because you are wise, and successful because you will give the utmost of service. How am I able to foretell this? It's quite simple. There's 'worth' in Southworth."

The business conducted by E. W. Bailey, who died early this month, will be carried on by E. W. Bailey & Co., an Illinois corporation, Chicago, Ill., the capital stock of which is owned by the late Mr. Bailey's estate. The officers of the company will conduct the business in accordance with the policy adopted by Mr. Bailey. They are: George C. Bailey, vice-president; John A. Low, secretary; Robt. E. McCarthy, treasurer.

## TRADE NOTES

The Glasser Construction Company of Great Falls, Mont., has filed articles of incorporation with capital stock of \$25,000.

The Bemis Bro. Bag Company of St. Louis, Mo., have quite a little to say in a recent folder about their two-in-one mailing envelope. It consists of a stout cotton bag for sending samples by mail and securely stitched to a heavy linen envelope. Invoice or explanatory letter is carried with the article and delivered at the same time. Postage is the same as if each were mailed separately.

The Clark Dust Collecting Company of Chicago, Ill., has brought out a new bulletin covering their Norblo Suction Filter. The foreword says the filter is supplied to promote sanitation, collect by-products, conserve material and prolong the life of machinery. It is fully illustrated and described. A part of the bulletin is also devoted to setting forth the merits of the Clark All-Metal Dust Collecting System which has been adopted by very many grain elevators and flour mills.

On January 1, Ballinger & McAllister, grain elevator builders of Bloomington, Ill., moved to their new quarters at the Locust Street Viaduct where they purchased about November 1 a block of ground with a switch track connection located adjacent to the Chicago & Alton right of way to facilitate the handling and storing of their seven equipments of concrete elevator construction tools. On this property was located a commodious two-story grain warehouse and several coal sheds. On the first story is stored the smaller tools, as well as a workroom for keeping tools in repair, while in the coal sheds can be stored the concrete mixers and hoisting engines, thus keeping them out of the weather, preserving them and prolonging the life of same. Small repairs that are required from time to time proves the old saying, "A stitch in time saves nine." The second story has been finished off and divided into a general office, a

private office and a large drafting room. The drafting room will contain besides the ordinary drafting equipment a complete electric blue printing equipment. Ballinger & McAllister have shown a remarkable growth in the two years of their existence and are now better prepared than ever to serve their trade in the construction of concrete elevators, warehouses, mills and coal handling plants.

The Skillin & Richards Manufacturing Company of Chicago, Ill., reports that business for 1919 was substantially the same as for 1918 which was the largest year in the history of the concern, and that prospects for 1920 are equally as good. Among the larger contracts now being filled are equipments for the Conover-McHenry Grain Company, Peoria, Ill.; Flanley Grain Company, Sioux City, Iowa; Terminal Grain Company, Sioux City, Iowa; Western Terminal Grain Company, Sioux City, Iowa; Pocatello Mill & Elevator Company, Pocatello, Idaho.

The Morse Chain Company of Ithaca, N. Y., has mailed to their friends a leather-bound pocket diary for 1920. Not only will it prove useful for the data which it contains regarding the many types of Morse Silent Chain Drives shown in service in different plants, but the information of a general character which adds to its value aside from its authenticated purpose. Morse Silent Chain Drives have become a standard for grain elevator and flour mill use and their reputation for service and dependability is added to with each passing year.

The Pollard Manufacturing Company of Niagara Falls, Canada, took over, on January 1, the sale as well as the manufacture of the Midget Marvel Mill for Canada. The firm has been manufacturing the mills for a number of years, but the selling has been handled through the Canadian Fairbanks-Morse Company. The Pollard company has divided

the territory into four districts, with head office at Niagara Falls, Ont., and the Western office at 1206 Union Trust Building, Winnipeg, with Henry Eastwood in charge. The province of Ontario will be covered by Harvey Trickey, who has been selling the Midget Marvel Mill in Canada for a number of years. The Province of Quebec will be handled by Geo. H. Rowell. The Eastern Provinces will still be covered by the St. John, N. B., branch of the Canadian Fairbanks-Morse Company. William Morley, who has fathered the Midget Mill in Canada until it has become a very husky proposition, will be chief milling engineer and the head of the company's service department.

### A PERMITTED RENEWABLE FUSE

BY ARTHUR W. PARK

Approval by the Millers Mutual Fire Insurance Companies of certain types of renewable fuses suitable for the milling industry has turned the attention of milling executives to this type of fuse so strongly that information concerning their construction and general features is being greatly sought for. Up to this time, fuses of the renewable type have been barred in the milling industry, because of the fire risk. Now that certain types have been approved, it may be well to enter into a discussion of the advantages of the renewable fuse over the one that can be used only one time.

To begin with, the blowing of a non-renewable fuse means, so far as a miller is concerned, the complete destruction of that fuse. A fuse once blown must be thrown away regardless of the fact that the fuse element, the least expensive portion of the non-renewable fuse is the only part of the device that has been injured. To discard a blown non-renewable fuse means that the expensive cartridge and brass ferrules or copper knife blades must be discarded.

It will readily be seen that this waste, could it be prevented, would be a sizable item in the operating cost of any mill or elevator.

Under the ruling handed down by the Mutual Fire Prevention Bureau, Oxford, Mich., however, it now is possible to install in mills and elevators, renewable fuses which comply with certain rules. A fuse of rated capacity of the wires must be installed on each wire of every circuit in a mill or elevator building, except underground wire. Each electrical device must be provided with an independent set of fuses. Tap circuits of smaller capacity than the main circuits must be fitted out with fuses. Open link fuses are prohibited except for main switchboards. Plug type fuses are permitted on circuits with a maximum voltage of 125 and a maximum amperage of 30, it being stipulated that wherever fuses of this type are installed, they must be located in dust-tight metal cabinets. Also the following conditions are stipulated, covering renewable fuses:

(1) The fuses must be approved by the Mutual Fire Prevention Bureau. (2) Fuses must have been tested by the Underwriters' Laboratories and rated by them as complying with standard requirements as regards rating and short circuit performance. (3) Fuse must consist of an inner cartridge and an outer holder with suitable and substantial contacts and method of identifying the capacity of a renewable element used, without its being necessary to open the outer holder. It is also stipulated that the inner cartridge must contain in addition to the fuse element, a filler which will act to smother the heat of the arc created by the blowing of the fuse. (4) All fuse blocks must be plainly marked with the size of the filler to be used. (5) At least 12 fillers for each size of fuse shall be kept on hand and at least three of these fillers must be kept in each fuse cabinet.

These regulations, while perfectly plain to the technical man, are apt to be puzzling to the non-technical executive. The points stressed, however, should be understood by every person in the industry concerned with the selection and the purchase of fuses of the renewable type.

There is no question as to the money saved by

the renewable fuse, and the only factors which enter into the purchase of one type or another may be decided by these questions:

First—Does the fuse properly safeguard against fire?

Second—Does the fuse properly safeguard the machine which it is intended to protect, and will it always remain in that condition?

Third—Is the fuse sufficiently simple in construction as to be easily and quickly renewed without resorting to an expert's services?

The answer to the first question is in reality supplied by the Millers Mutual Fire Insurance Companies, which have refused to approve the use of any renewable fuse of the naked element type, or any of the types of renewable fuse likely to become, through wear, dangerous in a dust-filled mill or elevator. The only thing that remains is for the executive to investigate and discover which of the approved types will afford the greatest protection. It should always be the primary purpose to select fuses in which the inner cartridge is properly powder packed, and which in addition is carefully constructed at the ends of the fuse so that the gases generated by the blowing of the fuse may escape harmlessly without splitting the outer holder, rendering it unfit for further use and thereby defeating the purpose for which it was intended. Care also should be taken to see that a fuse is selected which, while constructed to allow the gases to escape, will also prevent any of the flame from bursting forth at the ends. Fuses selected should be examined to see that there are no apertures through which flame can come.

The answer to question number two is very important from a mechanical standpoint. The purpose of the fuse is to prevent complete destruction of a circuit or burning out of a motor, or destruction of a machine, due to overloading. If a fuse improperly rated is placed on a circuit, the danger of disastrous consequences is great. For instance, if a 120-ampere fuse were placed in a circuit to safeguard a machine which used a current of 60 amperes, there would be danger of burning out that motor, because the greatly increased amperage which the fuse would permit to flow in on the circuit would have a disastrous effect on the motor coils, put the machine out of business and result in much delay and unnecessary expense. Had a fuse of the proper rating, 60 amperes, been installed and the amperage been increased for one reason or other, the fuse would merely have been blown and the machine left unharmed. It was for this reason that the insurance men insisted that the rating of every fuse suitable for use in the milling industry should be visible instantly and at all times, to minimize as far as possible the danger of placing in any circuit, a fuse rated above the capacity of that circuit. It would be well for the purchasers of fuses for the milling industry to insist on a fuse on which the tell-tale indicator is affixed in some permanent form, something that can never be effaced, covered with dirt, or pulled off, and thus endanger the safety of the circuit on which it is used.

The simplicity of construction of the renewable type of fuse means a great deal to the miller in the point of time. With the old style fuse of the non-renewable type, it was necessary only to replace the blown fuse with a perfect one, a matter of only a minute. This replacement of fuse could be done efficiently and safely by the most inexpert operator. Now, however, that the renewable fuse has been perfected to the point where it is available for the milling industry, the problem of choosing an approved fuse which will be as simple in construction as it is practical, confronts the fuse purchaser. It will always be advisable to select a fuse which can be renewed in the shortest possible time by the most inexpert workman. It will be imperative to select a fuse that cannot be improperly reloaded and one which, while affecting a saving in material will not result in a waste of time through a complicated reloading process, but which can be simply and profitably reloaded by any employe in a very short time.

Select for your use a fuse which will work first

for security and saving, but do not fail to select one of such simple construction as to be absolutely "fool-proof."

## HOW A MANUFACTURER HELPS HIS DEALERS GET THE CREAM OF THE STEEL POST BUSINESS

When 36 per cent of a manufacturer's dealers respond to a co-operative sales proposition by sending in mailing lists, with remittance to help cover the cost of a local advertising campaign, there must be something very unusual and effective in the manufacturer's plan.

That's the net result of a co-operative selling plan worked out by the Calumet Steel Company for the dealers who sell Ankorite Steel Drive Posts.

The Calumet Steel Company of Chicago believes in getting repeat orders from its dealer by helping them move the posts, and in order to do that, they urge every dealer to furnish a complete mailing list of prospective post users within his territory. Then they go after that list with such vigorous hard-hitting common-sense sales literature and letters—all under the dealer's name—that something is bound to happen.

And something always does! The constant hammering away is bound to "get under the skin" of the prospect eventually, and while he may not admit it, the constant follow-up under the dealer's name exerts a tremendous influence when he finally comes to buy posts.

In addition to the direct-by-mail campaign—which costs the dealer nothing except the postage—the Calumet Steel Company supplies its dealers with an unusually complete line-up of supplementary material which enables him to tie up with the national farm paper campaign—complete newspaper ad electros, "movie" slides, envelope stuffers, window and wall cards, outdoor signs, and a catalog that is in fact an excellent sales manual.

The complete co-operative sales plan, showing how all of the units of the campaign are co-ordinated to make it 100 per cent profitable, is described and illustrated in a handsome three-color 24-page prospectus showing all of the sales helps in their natural colors and incorporating all of the valuable sales "stunts" known to the steel post industry.

The suggestions it contains will prove valuable to any grain dealer, not only for the selling of steel posts but for the selling of many other products, because nothing is so valuable in retail selling as a concrete plan for tying up closely with the manufacturer's extensive consumer advertising.

## FOREIGN TRADE IN WHEAT AND FLOUR

The Division of Foreign Tariffs of the Department of Commerce has prepared the following outline of the restrictions on foreign trade in wheat and flour:

At the present time there are no restrictions upon the importation of flour in any country of importance outside of Europe, with the exception of Canada. The situation in the countries restricting flour is as follows:

Canada—Wheat and wheat products may be imported only after a license has been obtained from the Canadian Wheat Board at Winnipeg.

Austria—All imports are subject to Government control. The exact regulations applying to flour are not known.

Czecho-Slovakia—Flour is still controlled by the State and may be imported by individuals only under license.

France—Grains and flour are still restricted, their importation and sale being controlled by the State. This order does not apply in the French colonies.

Germany—Practically all imports, including flour, are still subject to Government control.

Italy—Grain and flour are subject to monopoly. An order was recently issued prescribing the regulations under which the Government monopolies should operate. The monopoly for flour is to have

charge of all distribution as far as wholesale deliveries to the retailer. It is operated for the account of the state and a commission must be paid on goods given to other organizations for further distribution.

Poland—The Ministry of Supplies has the sole right to import or permit the importation of grains and flour.

Roumania—The importation and sale of cereals and cereal products belong exclusively to the State.

Portugal—Flour is admitted only under special temporary orders which fix the duties to be paid. While the importation of flour is at present restricted to the State, the Government is authorized to declare its importation free and unrestricted. The restrictions on flour formerly in force in Bulgaria, Australia, Newfoundland and other countries, have been withdrawn. In most of the Latin-American countries and in other parts of the world there have not been any restrictions upon the importation of flour at any time.

Tunis—Importation of wheat flour is prohibited.

Regarding the shipment of flour to the United Kingdom, Holland, Norway, Sweden, Switzerland and Greece:

In most of these countries there are Government maximum prices and Government regulation of distribution, but these internal regulations do not directly effect the exporter. They have to do entirely with the importer.

## JULIUS BARNES ISSUES WARNING

Warning of price hazards which may confront wheat and flour handlers after the withdrawal of Government control, when the activities of the Grain Corporation are brought to an end next June, are contained in an official bulletin issued January 12 by Julius H. Barnes to 42,000 licensees of the Wheat Director in all parts of the United States. Emphasis is placed by Mr. Barnes on the fact that "the reduction of commitments to the minimum required for the conduct of necessary current business" will be a wise commercial policy for the grain trade upon the termination of two years of official stabilization and in view of the present world situation.

That there is even now an element of the population which has demonstrated a desire to practice thrift is evident from the reception given to the Grain Corporation's pure wheat flour, which the Government recently made available to the consumer at reduced prices, the Wheat Director states. He also predicts that thrift as a national characteristic "may become as contagious as extravagance has been" and attributes recent price advances in certain grades of flour to "restricted transportation and extraordinary indifference to expenditures by a section of our people."

The bulletin follows:

The Wheat Director and the Grain Corporation approach the last half-year of their official service. For over two years the Grain Corporation has been a dominant influence in grain marketing. The end of that official influence and control is in sight.

Forty-two thousand licensees should realize that the withdrawal of such a market and price influence cannot be made without introducing large hazards to the wheat and flour handler. World influences of great potentiality in price-making exist today.

There is no guide to point the way to commercial security. Individual judgment must solve unusual problems, soon to be faced. We can only warn of the play of world-wide factors of unprecedented potentiality, and submit information, as accurate as humanly possible, on which business policies must construct. The Grain Corporation's weekly reports of trade data will continue until June 1. They should be studied.

Our total wheat crop exceeded that of 1918. Much is said of the relative scarcity of strong wheats. The curious fact develops, however, that by continued replacements from the Southwest and the Pacific Coast, and because Eastern mills will probably draw their smaller needs of strong wheats from Canada and the Argentine, the Northwestern mills can grind fully equal to last year's large production and still leave, at the end of this crop-year, a larger carryover in the Northwest than last year.

Exports for past six months are 33,000,000 bushels less than last year. Difficult finances abroad, forcing utmost curtailment of purchases, will con-

tinue. Present purchases, still to be shipped, largely supply foreign requirements for a considerable period. Cheaper rye will replace some wheat. The United States can apparently export 50,000,000 bushels rye, against 35,000,000 bushels last year.

Flour production in the United States for six months exceeded last year's production by 12,000,000 barrels, while exports of flour have been 1,000,000 barrels less. How much of this 13,000,000 barrels represents increased consumption of wheat bread, and how much increase in domestic and commercial stocks, with its resultant later shrinkage of current demand? Flour stocks, visible, are very large: 15,000,000 barrels, against 8,000,000 last year.

With no immediate prospect of further purchases of flour by the Grain Corporation, it is fairer to ask the mills to discontinue their weekly offerings until we can advise some prospect of further purchases. The export outlet is open to them individually without necessity for permits.

Restricted transportation and extraordinary indifference to expenditures by a section of our people have facilitated easy price advances in certain qualities of flour. Our own campaign of placing the lower-priced flours through the retail trade is demonstrating that there is a section of our people desirous of the practice of thrift. It may become contagious as extravagance has been. The extraordinary choice is offered our consumers of standard qualities of flour in the same retail trade at ranges from \$1.40 to \$2 for the one-eighth barrel.

New-crop prospects will shortly be a decided price influence. Much emphasis is laid on our fall-sown acreage this year of 39,000,000 acres, against 50,000,000 a year ago. It is well to remember that America's second-largest winter wheat yield (685,000,000 bushels) came from 37,000,000 acres sown. Also, that twice in our history the yield from spring sowings alone has exceeded 350,000,000 bushels. Last year, our total home consumption for food and seed did not exceed 550,000,000 bushels.

Import and export embargo restrictions are now eliminated, and Canada and Argentina are already making sales attracted by our prices now ruling above the guarantee level.

Farmers, millers and dealers (outside of the Grain Corporation) own and are carrying 437,000,000 bushels of wheat against 299,000,000 a year ago. Seriously ponder on this statement. After June 1, next, the Grain Corporation authority to buy wheat at the guaranteed price expires, and thereafter the security of that basis is withdrawn. The fact that present prices largely rule above the Government guarantee should not obstruct a study of conditions which may develop, and at a time when that price assurance no longer exists. America's complex and delicate marketing structure must be preserved, and prepared to function when this agency retires.

Price fluctuation always is followed by distress and less. Wisdom dictates the reduction of commitments to the minimum required for the conduct of necessary current business. We should not feel that the full responsibility of this office had been discharged, without calling attention to the price hazard which may exist for many months, knowing that a large part of the producing and distributing trades have been accustomed by two years of official stabilization and assurance, perhaps not to fully realize the danger of over-extended commitments under the present extraordinary world situation.

## KANSAS TO PROTECT RENTERS OF RAILROAD RIGHT OF WAY

Since General Order No. 15, making industry owners liable for maintenance of sidetracks, was abandoned there has been an apparent attempt on the part of the railroads to cover these maintenance charges into rental increases. In order to protect elevator owners on railroad right of way, Secretary Smiley of the Kansas Association had the following bill drawn to be presented to the Kansas Legislature. Every state needs some such protection.

Be it enacted by the Legislature of the state of Kansas:

Section 1. That railroad and electric interurban railway companies may lease to individuals, firms, companies, or corporations cites or locations on the right of way of any such railroad or electric interurban railway companies in the state of Kansas upon such terms and conditions and the rental to be paid therefor, as the Public Utilities Commission may find to be just and proper.

Section 2. That hereafter no lease for the use and occupancy of any cite or location on the right of way of any railroad or electric interurban railway company in Kansas shall be renewed until the terms and

conditions of such lease and the rental to be paid for the use of such cite or location shall have been approved by the Public Utilities Commission.

Section 3. That all the powers, rights and remedies provided by law for the enforcement or orders of the Commission shall be applicable to the orders of the Commission promulgated in accordance with the provisions of this Act.

Section 4. This Act shall take effect and be in force from and after its publication in the official state paper.

## WATERWAYS AND TRAFFIC

The Committee on Inland Waterways recently reported to the Industrial Traffic League as follows:

This Committee is unanimous in the belief that inland water transportation is a vital necessity in the growing needs of this country, and its development and progress should be assisted and furthered in every practicable way.

In giving consideration to the improvement and rehabilitation of our inland waterways, the issue as it presents itself to us divides itself into five fundamental questions, the solving of which, we believe, is absolutely necessary in making our great inland waterways commercially profitable. We therefore recommend as follows:

1. That the channels be improved and maintained by the Federal or state Governments, or both.

2. The establishment of free competition among boat operators, with no interference of Federal or state bodies in the fixing or regulation of their rates.

3. That legislation be favored, looking to the establishment of joint through rail and water, and rail, water and rail rates, so far as may be consistent, which shall reflect the economies of the water haul in such joint movement.

4. That the fullest use be made of existing terminals, and construction of new terminals where needed.

5. Adequate and up-to-date terminal equipment and facilities for the loading and unloading of freight.

Little explanation of the above is necessary. Federal and state improvement and maintenance has always been the practice and further improvement and development should be encouraged. The inability to regulate all water carriers for example, tramp boats, makes the regulation of others impracticable, and where development is desired there is danger of stifling it by regulation. Terminals of an adequate nature, equipped with up-to-date labor and expense saving devices for handling and transferring freight are essential to economical and profitable water transportation. One main reason for the failure of water transportation projects to come up to expectations in the past has been the lack of terminal facilities and the use of old inadequate and expensive methods of handling freight.

We further recommend that the Government compel the establishment of through rail and water routes and joint rail and water rates, covering the entire country, so far as practicable, and that railroads should be compelled to interchange traffic with water lines on exactly the same basis as with other rail lines. The institution of joint rates and routes with rail lines on a proper basis is essential to the development of water transportation.

This Committee is in correspondence and endeavoring to keep in touch with different waterway organizations such as the National Rivers and Harbors Congress and the Mississippi Valley Waterways Association, and, so far as possible to harmonize our views with theirs, without departing from the established views of our Committee or the general policy of the League in regard to waterway and rail legislation. We feel that a free exchange of views and a close association with other organizations interested in waterway development is beneficial to the general subject and enables all parties involved to keep better posted. It is the purpose of this Committee to have some members in attendance at all waterway meetings, to represent the League and identify it with the proceedings and make report to the general committee of such progress as may be made.

## SHIPPERS CRITICIZE RAILROAD BILLS

A meeting of 150 shippers, representing 147 shipping organizations having a combined membership of more than 1,000,000 shippers handling live stock, coal, grain, lumber, oil, furniture, brick, dairy products, etc., was held in Chicago on December 30, to consider the various features of the Esch and Cummins Railroad Bills. After long discussion the meeting adopted the following resolutions:

1. House Bill No. 10453 as amended in the Senate (which will hereafter be referred to as the Cummins Bill) proposes to create a new commission to be known as the Transportation Board. It is contemplated by the said measure that this new tribunal

shall take over a number of the functions now exercised by the Interstate Commerce Commission in relation to the control over public service; and that it shall further invade the province of the Interstate Commerce Commission in the establishment of reasonable rates by making public recommendations in rate advance cases without the necessity of conducting any public hearing in regard to the same.

The creating of an additional Federal board of this character is wholly unnecessary, and will serve to create confusion and conflict in the regulation of our common carriers.

The Interstate Commerce Commission commands the confidence of the American people, and it merits our continuous support. The powers of the Commission should remain unimpaired and should be added to so as to enable it to deal effectively with national transportation problems.

Our system of railroad regulation as it existed prior to the recent war was the product of a generation of development by the trial of cases before various tribunals and by the enactment of legislation from year to year resulting in the gradual evolution of a system which protected the just rights of both the shippers and the carriers. We want these pre-war conditions restored at the earliest possible moment without any more experiments or revolutionary changes. Business demands an immediate restoration to normal pre-war peace conditions.

We are equally opposed to any attempt to abridge the jurisdiction and functions of state commissions. We, as representatives of the shippers of the country are united in urging Congress to restore immediately the powers of the commissions and the courts, both state and Federal, as they existed prior to the war.

2. We oppose any permanent form of a guarantee of, or limitation upon, the earnings of railway companies, as provided in the Cummins Bill; but we do not object to a continuation of the standard return provided in the railroad control law approved March 21, 1918, for such a reasonable time as may be found necessary during the present transition period.

3. We oppose the appropriation by the Government of the surplus earnings of any railway company.

4. We are opposed to the compulsory consolidation of railroads as provided in the Cummins Bill. Guaranteed returns to any private industry removes the powerful incentive for personal initiative. It is economically unsound and socialistic in character; and such provisions should be eliminated from the measure.

5. We oppose the scheme of rate-making groups, the standardization of earnings therein and the Federal incorporation of railroads as provided for in the Cummins Bill.

6. We are opposed to the pooling of the earnings of our common carriers.

7. We are in favor of the passage of legislation which will provide for the return of the railroads to their owners at the earliest possible moment and permit operation by them.

8. The public, being wholly dependent upon the daily, uninterrupted, continuous operation of our common carriers, we are in favor of the enactment of legislation that will effectually prevent a catastrophe that would call a general railroad strike, and which will at the same time fully recognize the rights of the laborer and all parties in interest.

9. We favor legislation which will direct the Interstate Commerce Commission to investigate the rail and water transportation facilities of the United States with a view of making such recommendations to Congress as may be deemed advisable for the further development or unification of the same.

## WHEAT AND FLOUR MOVEMENT

The United States Grain Corporation issued on January 12 its thirty-fifth weekly bulletin covering the wheat and wheat flour movement throughout the United States for the week ending January 2, in comparison with the figures for the same period a year ago. The figures were as follows:

	1920	1919
Wheat receipts from farms, bushels .....	8,364,000	4,937,000
Wheat receipts from farms, bushels, previous week..	9,594,000	7,239,000
Wheat receipts from farms, bushels, June 27—Jan. 2, 1920 .....	653,682,000	642,315,000
Flour produced during week, barrels .....	3,031,000	2,472,000
Flour produced previous week, barrels .....	2,997,000	2,206,000
Flour produced June 27—January 2, barrels.....	76,473,000	64,710,000
Total stocks, wheat, all elevators and mills, bushels..	243,463,000	253,484,000
Total stocks, wheat, all elevators and mills previous week, bushels.....	251,069,000	254,050,000
Change for week, bushels..	7,606,000 dec.	566,000 dec.

Exports of wheat and flour, July 1, 1919, to January 2, 1920, amount to 79,367,000 bushels of wheat and 8,465,000 barrels of flour, making a total equal to 117,462,000 bushels of wheat, compared with 165,352,000 bushels of wheat and 9,963,000 barrels

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of flour last year to January 2, 1920, the first two days of January being prorated from the monthly total, making a total equal to 150,187,000 bushels of wheat.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for December and the year 1919:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,267,416	4,489,881	2,697,303
Corn, bus....	286,074	244,706	8,587
Oats, bus....	101,050	1,537,709	902,587
Barley, bus..	45,325	1,572	41,667
Rye, bus....	286,513	511,346	186,541
Hay, tons....	3,053	5,831	515
Flour, bbls..	275,910	436,141	240,023

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce (year):

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	26,575,331	20,611,023	26,267,868
Corn, bus....	3,393,011	4,314,090	840,920
Oats, bus....	7,317,484	14,262,561	6,148,959
Barley, bus..	4,372,585	192,637	4,277,475
Rye, bus....	7,803,505	2,881,807	8,719,527
Hay, tons....	36,036	62,531	12,194
Flour, bbls..	4,107,266	3,714,148	2,507,280

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	2,095,000	7,137,000	2,466,000
Corn, bus....	7,457,000	5,489,000	3,357,000
Oats, bus....	5,620,000	12,472,000	4,991,000
Barley, bus..	1,105,000	2,266,000	531,000
Rye, bus....	305,000	622,000	326,000

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade (year):

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	76,929,000	69,610,000	61,903,000
Corn, bus....	65,894,000	100,409,000	28,834,000
Oats, bus....	88,939,000	137,072,000	74,137,000
Barley, bus..	25,980,000	18,534,000	13,376,000
Rye, bus....	7,885,000	4,480,000	6,399,000

**CHICAGO**—Reported by John R. Mauff, secretary of the Board of Trade (year):

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	76,929,000	69,610,000	61,903,000
Corn, bus....	65,894,000	100,409,000	28,834,000
Oats, bus....	88,939,000	137,072,000	74,137,000
Barley, bus..	25,980,000	18,534,000	13,376,000
Rye, bus....	7,885,000	4,480,000	6,399,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	163,700	91,375	255,850
Corn, bus....	419,100	240,900	299,200
Oats, bus....	203,200	273,600	137,600
Barley, bus..	17,500	44,000	29,700
Rye, bus....	5,500	44,000	29,700

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Corn, bus....	419,100	240,900	299,200
Oats, bus....	203,200	273,600	137,600
Barley, bus..	17,500	44,000	29,700
Rye, bus....	5,500	44,000	29,700

**CLEVELAND**—Reported by F. H. Baer, traffic commissioner of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	82,008	46,765	25,923
Corn, bus....	187,057	132,119	8,657
Oats, bus....	223,094	318,508	54,143
Barley, bus..	1,375	3,037	1,250
Rye, bus....	2,203	1,973	5,621

**CLEVELAND**—Reported by F. H. Baer, traffic commissioner of the Chamber of Commerce (year):

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	430,834	604,320	1,641,557
Corn, bus....	51,924	67,200	18,056
Oats, bus....	41,555	60,990	6,582
Barley, bus..	2,240	2,623	20
Rye, bus....	2,203	1,973	5,621

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	743,738	18,308,359	766,230
Corn, bus....	6,008	367,704	134,521
Oats, bus....	33,652	955,810	292,851
Barley, bus..	1,034,623	1,134,480	586,228
Rye, bus....	226,931	630,154	112,290

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade (year):

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	23,077,289	78,842,730	33,309,718
Corn, bus....	801	182,932	170,319
Oats, bus....	923,577	2,507,492	966,990
Barley, bus..	6,694,539	4,828,278	7,511,538
Rye, bus....	16,730,904	8,274,797	13,627,844

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Wheat, bus..	23,077,289	78,842,730	33,309,718
Corn, bus....	801	182,932	170,319
Oats, bus....	923,577	2,507,492	966,990
Barley, bus..	6,694,539	4,828,278	7,511,538
Rye, bus....	16,730,904	8,274,797	13,627,844

**GALVESTON**—Reported by H. A. Wickstrom, chief weighmaster of the Cotton Exchange & Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,600,130	1,368,162	
Barley, bus..	51,900		

**GALVESTON**—Reported by H. A. Wickstrom, chief weighmaster of the Cotton Exchange & Board of Trade (year):

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	16,707,689.35	4,334,613.56	
Corn, bus....		3,775,024.12	
Barley, bus..	1,522,690.08	2,417,793.46	
Rye, bus....		242,979.02	
Flour, bbls..	678,665	1,500,766	

**INDIANAPOLIS**—Reported by secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	161,250	203,750	102,500
Corn, bus....	2,352,500	1,694,950	1,722,500
Oats, bus....	590,400	901,000	586,800
Rye, bus....	8,750	65,000	60,000
Hay, cars....	159	137	

**INDIANAPOLIS**—Reported by secretary of the Board of Trade (year):

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	7,650,000	6,932,500	4,385,000
Corn, bus....	19,142,500	21,567,450	12,061,250
Oats, bus....	11,774,900	17,110,350	8,353,400
Barley, bus..	376,250	863,750	293,750
Rye, bus....	1,636	1,562	

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	7,653,150	2,921,400	5,575,500
Corn, bus....	1,435,000	1,926,250	573,750
Oats, bus....	455,600	442,000	516,000
Barley, bus..	321,000	310,500	94,900
Rye, bus....	53,900	39,600	34,100

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade (year):

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	72,137,250	50,448,150	48,285,700
Corn, bus....	15,801,250	30,302,500	9,312,500
Oats, bus....	12,503,500	15,548,200	9,402,000
Barley, bus..	2,140,500	1,566,000	1,149,200
Rye, bus....	612,700	465,300	339,900

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	640,520	2,113,800	379,320
Corn, bus....	1,412,240	664,640	512,250
Oats, bus....	1,867,450	5,860,320	1,259,700
Barley, bus..	1,010,850	572,475	471,900
Rye, bus....	434,700	1,327,110	355,550

**MINNEAPOLIS**—Reported by J. P. Larawa, statistician of the Chamber of Commerce:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	13,882,290	18,020,210	3,047,510
Corn, bus....	2,380,130	953,160	1,128,170
Oats, bus....	1,179,180	5,041,260	1,241,740
Barley, bus..	1,104,890	4,140,980	926,180
Rye, bus....	631,560	3,200,620	564,760

**MINNEAPOLIS**—Reported by J. P. Larawa, statistician of the Chamber of Commerce (year):

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	110,723,690	111,885,020	41,286,830
Corn, bus....	8,792,280	16,527,430	5,277,130
Oats, bus....	24,928,040	44,065,160	21,744,530
Barley, bus..	33,637,250	32,715,370	30,596,250
Rye, bus....	13,047,100	13,233,580	8,104,440

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1919	1918	1919	1918
Wheat, bus..	110,723,690	111,885,020	41,286,830
Corn, bus....	8,792,280	16,527,430	5,277,130
Oats, bus....	24,928,040	44,065,160	21,744,530
Barley, bus..	33,637,250	32,715,370	30,596,250
Rye, bus....	13,047,100	13,233,580	8,104,440

**MONTREAL**—Reported by George Hadrill, secretary of the Board of Trade (year):

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	43,834,199	36,359,093	33,915,158
Corn, bus....	320,419	280,968	316,775
Oats, bus....	6,820,809	42,825,432	3,712,778
Barley, bus..	11,496,782	5,010,525	10,844,763
Rye, bus....	615,022	428,767	793,314

**NEW ORLEANS**—Reported by Geo. S. Colby, chief grain inspector and weighmaster of the Board of Trade, Ltd.:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	12,677,755	10,480,092	
Corn, bus....	1,060,292	8,968,403	
Oats, bus....	5,788,181	18,357,856	
Barley, bus..	7,011,668	7,551,830	
Rye, bus....		239,842	

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Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	12,677,755	10,480,092	
Corn, bus....	1,060,292	8,968,403	
Oats, bus....	5,788,181	18,357,856	
Barley, bus..	7,011,668	7,551,830	
Rye, bus....		239,842	

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	737,000	1,847,834	
Corn, bus....	75,200	10,804	
Oats, bus....	1,538,000	1,789,133	
Barley, bus..	1,067,475	882,936	
Rye, bus....	1,229,850	1,150,047	

**OMAHA**—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Receipts		Shipments	
1919	1918	1919	1918
Wheat, bus..	1,399,200	2,847,600	2,196,000
Corn, bus....	2,345,000	2,313,600	1,806,400
Oats, bus....	578,000	1,448,000	592,000
Barley, bus..	129,800	234,300	80,300
Rye, bus....	91,800	392,400	109,800

**OMAHA**—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange (year):

	Receipts		Shipments	
	1919	1918	1919	1913
Wheat, bus...	23,080,000	18,040,600	19,896,800	12,668,400
Corn, bus...	22,229,000	45,688,200	21,141,400	37,382,800
Oats, bus...	14,565,000	23,572,000	14,474,800	22,714,000
Barley, bus...	1,487,200	1,500,000	1,372,100	1,127,500
Ryc, bus....	2,647,200	2,663,000	2,343,600	2,160,000

## NEWS LETTERS

PHILADELPHIA  
RALPH W. E. REID, CORRESPONDENT

THE Car Examining Bureau, recently incorporated into the Commercial Exchange rules, is now in active operation under the supervision of John B. Matthaël, traffic manager of the Exchange. The new Bureau has supervision over physical examination of grain cars, secures seal records and issues certificates on all cars loaded with grain arriving at Philadelphia to be inspected by the Grain Inspection Department, and reports on cars are made daily to the railroad companies. The latter are co-operating in every way with the Bureau, and it is believed that it is destined to become a great benefit to both shipper and receiver.

At a special meeting of the Board of Directors of the Merchants' Warehouse Company George M. Richardson, grain dealer, was elected treasurer and S. Townsend Zook, of the Commercial Exchange firm of E. Dunwoody & Co., was elected secretary. The new officers will take over the duties of Jacob Michel, Jr., who died recently.

Commercial Exchange memberships have been applied for by William H. Osborn, 621-622 Lafayette Building, representative of the Scandinavian-American Steamship Line; Frank M. Rosekranz, of the Rosekranz-Snyder Company, dealers in flour, grain and feed, with offices 368 Bourse, and H. U. Bean, of H. U. Bean & Co., grain and feed dealers, 443 Bourse.

Corn was king of Pennsylvania crops in 1919, not only in yield but in value. It broke all records and advanced the Keystone state several notches in the list of the corn-growing states. Wheat has been supplanted as the most profitable crop, and hay is the only rival of corn. The total value of the crops shows that hay and corn account for more than half. Figures compiled at the State Department of Agriculture from reports of counties show that the total value of the nine big crops which are the mainstays of agriculture went close to \$270,000,000, a decline as compared to 1918 owing to labor and other conditions. Of this figure the corn and hay crops account for more than \$107,000,000 each. Wheat is given as worth \$62,878,000.

Cars unloaded at the Port Richmond Elevator during December, 1919, were: Wheat, 60; barley, 55; rye, 8; corn 11; oats, 1. At the Twentieth Street Elevator: Oats, 29; corn, 11; buckwheat, 3; peas, 3; At the Girard Point Elevators: Wheat, 506; oats, 56; rye, 24; barley, 16.

Dealers in flour and other cereals doing business in Pennsylvania, New York, New Jersey, Delaware and Maryland have formed an association called the Pennsylvania Millers' Export Association, with headquarters in the Bourse, Philadelphia. The new association is incorporated with a capital of \$100,000. It is operating under the Webb Act, and will endeavor to operate in the same capacity as the Grain Corporation when that body ceases to function. The officers are: Landis Levan, Lancaster, Pa., president; W. A. Yeager, Lewistown, Pa., vice-president; Thomas K. Sharpless, Philadelphia, secretary-treasurer. Directors, E. E. Reindoller, Taneytown, Md.; George V. Dayton, Towanda, Pa.; H. C. Patterson, Saltsburg, Pa.; L. G. Bemford, Midway, Pa.; R. V. White, Bloomsberg, Pa.; Charles Z. Weiss, Avon, Pa.; Robert C. Minor, Wilkes Barre, Pa., and E. C. Hutchinson, Trenton, N. J.

According to the statistician of the Commercial Exchange, on January 1, 1920, stocks of grain in Philadelphia public warehouse were 951,920 bushels of wheat, 38,892 corn and 168,083 oats, contrasted with 1,653,979 wheat, 17,445 corn and 190,059 oats December 1.

Commercial Exchange members will meet January 17 to nominate officers and directors for the present year. The annual election will take place January 27.

In connection with the recommendation made to the United States Railroad Administration by the Philadelphia Chamber of Commerce, that the Thirtieth and Market Streets Station be placed in a separate zone for freight delivery, a second suggestion has been made, having for its purpose the lessening of congestion at the West Philadelphia Station. This is that the station at Thirty-first and Chestnut Streets

be used for the handling of excess quantities of freight which cannot be accommodated at Thirtieth and Market streets.

Commercial Exchange hay and straw dealers are ready to make a vigorous protest if such a suggestion becomes operative, claiming that the West Philadelphia Station is their principal receiving terminal, and that if the suggestion of the Commerce Chamber is carried out they will be compelled to accept track deliveries or deliveries in Kensington, both of which would be detrimental to their business. The contention is made that without a platform delivery there is no way of making an inspection of cars.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

FRED C. VINCENT, secretary and treasurer of the Simonds-Shields-Lonsdale Grain Company, was elected president of the Kansas City Board of Trade for 1920 without opposition. He succeeds Guy A. Moore of the Moore-Lawless Grain Company. Mr. Vincent was born in Odell, Ill., and received the latter part of his education at the University of Chicago. His career as a grain man began at the Chi-



FRED C. VINCENT  
President, Kansas City Board of Trade

cago Board of Trade, of which he was a member two years. In 1905 he came to Kansas City and bought a membership in the Exchange in the latter part of 1905. Before joining the Simonds-Shields-Lonsdale Grain Company he was the local representative of Bartlett Frazier Co. for a short time. His work the past few years has been chiefly as a cash grain handler. Mr. Vincent was first vice-president last year and previously had served a term as second vice-president. In the latter part of 1918 Mr. Vincent became a member of the Red Cross and spent over six months in active service with the American Expeditionary Forces in France and Germany, returning home in June, 1919.

James Russell, president of the Russell Grain Company, was elected second vice-president. Directors elected were: Frank B. Clay, John Fennelly, Harry Gamage, L. J. Morgan, E. E. Roachen and J. A. Theis. B. L. Hargis of the B. F. Hargis Grain Company automatically advanced from second vice-president to first vice-president.

The value of the grain marketed at Kansas City in the past year was close to \$250,000,000, a new high record, though prices did not reach their war time levels.

Despite inadequate transportation facilities, receipts of grain at Kansas City in 1919 were the second largest in the history of the market, 105,345,700 bushels. Compared with 1918 there was an increase of about 5,000,000 bushels. The high record, nearly

115,750,000 bushels, was made in 1916. From 1909 to 1918 average annual grain receipts were about 79,500,000 bushels. The movement of wheat started immediately after harvest, arrivals in July amounting to 14,000,000 bushels and in August more wheat was received than ever before in one month, nearly 19,000,000 bushels.

The year's receipts of corn were small, 15,801,250 bushels, a decrease of 14,500,000 bushels compared with 1918 and only 1,626,000 bushels larger than the unusually small arrivals of 1917. Previous to this the smallest movement was in 1908, when receipts amounted to 8,643,400 bushels.

Oats receipts were fairly liberal and were the third largest on record. The total, 12,502,500 bushels, was about 20 per cent less than the record reached last season, but was 60 per cent larger than the average for the past 10 years.

Arrivals of other coarse grains were liberal. Receipts of barley were 2,140,000 bushels, surpassing the former high record of 2,043,000 bushels, made in 1916. Arrivals of kaffir, milo and feterita were, 2,150,500 bushels, compared with 2,179,100 bushels the preceding season. Rye receipts were the largest ever reported at this market, 612,700 bushels, compared with a former record of 480,800 bushels made in 1903.

The long delayed movement of kaffir and milo from Texas and Oklahoma did not get under way until the first week in January, when about 100 cars were received at Kansas City.

For nearly a month Kansas City has been receiving more wheat than all the other winter markets combined, and there has been, consequently, a strong and persistent demand here for hard wheat of all kinds from a wide territory. Prices have advanced steadily for many weeks, with only a few unimportant setbacks. The first week in January No. 1 dark hard sold at \$3.08 and No. 1 red brought \$2.73, the top prices of the season. Liberal quantities have been bought on the open market here for shipment back into parts of Kansas that have inadequate supplies. Dealers are slow to forecast further advances, though there appears to be no letup in demand and choice wheat, especially hard, is growing scarcer every day. Moderate quantities of low grade have been taken to fill export orders, which relieved the market of a burdensome supply of these grades and contributed to the advance in prices.

Wyan Nelson of the Kansas City Board of Trade has sold the Nelson Grain Company and will retire after over 40 years active service in the grain trade. The company was purchased by George K. Walton, formerly with Goffe & Carkener, and John W. Boyd and Preston Pate of Joplin, Mo. It will be reorganized as the Nelson Grain & Milling Company, with a capital stock of \$150,000.

Grain firms at Kansas City recently have made export sales of wheat direct to foreign buyers, about 1,000,000 bushels in all. The bulk of it was at the Gulf and was red wheat that had been stored there previously. The first sales were made in the middle of December, immediately after the Government announced that all export and import restrictions had been canceled. Payment was made in cash without any reference to prevailing exchange rates. The wheat sold thus far was chiefly for French account. Most export firms expect a sustained demand for moderate amounts from abroad, despite transportation handicaps and the demoralized foreign exchange markets.

The Kansas City Board of Trade has revised its schedule of charges for handling cash grain. The new schedule provides for a commission of 1 per cent of the selling price, with a minimum of 1 cent a bushel on wheat, rye, barley, ear corn, snapped corn and screenings; ¾ cent a bushels minimum on shelled corn, ½ cent a bushel minimum on oats, 2 cents a hundred pounds minimum on kaffir, milo and feterita; all seeds except flax, 1½ per cent of the selling price; mill feeds, \$5 a car.

Employees of the United States Grain Corporation at Kansas City presented D. F. Piazzek, vice-president in charge, with an elaborate desk set as a Christmas gift, along with a framed tribute. In making the presentation, P. P. Allen said the office force had worked hard and put in long hours, but they found it easy to do because Mr. Piazzek always appeared at the office earlier and stayed later than the rest of them. A distribution of \$5,000 from the profits of the Corporation was made to the employees.

William R. Cunningham of Morland, Kan., formerly with the Kansas Flour Mills Company, has organized a grain receiving and shipping firm at Kansas City, which will be known as the Cunningham-Graham Grain Company. Associated with him is B. S. Graham, an elevator operator of Ulrich, Mo., who will be vice-president and active manager of the new concern. Capital stock is \$50,000. Mr. Cunning-

ham will be president and Irene Canterbury, formerly with the B. S. Hargis Grain Company, will be secretary and treasurer. Miss Canterbury is one of the few women at Kansas City to be an officer of a large grain company. Both Mr. Graham and Mr. Cunningham recently paid \$15,000 for memberships in the Kansas City Board of Trade.

Total deliveries on December contracts at Kansas City were 381,000 bushels of oats and 15,000 bushels of corn.

The majority of the grain firms at Kansas City gave Christmas bonuses to their employes averaging about a month's salary. In a few cases checks were as large as \$1,000.

George S. Carkener of Goffe & Carkener returned recently from a six weeks' trip through France and England. While in the former country he visited the grave of his son, Stuart Carkener, who was killed shortly before the end of the war. The body was reburied in the cemetery of Belleau Wood and preparations were made for its return to this country later if the Government allows.

Edwin W. Shields, president of the Simonds-Shields-Lonsdale Grain Company and for many years identified as the most prominent grain man at Kansas City, died January 3 at his home. The death of Mr. Shields followed an illness of about three years, though he was fairly active in his business affairs until last October. He was born in Davenport, Iowa, November 25, 1866, and came to Kansas City when 12 years old, where he received his education in the public schools of this city. When 16 he went to work in the Board of Trade Building as office boy for the Simons-McCoy Grain Company, mastering every stage of the grain business until he became a partner. The firm has since grown rapidly, the latest expansion being the consolidation with the Lonsdale Grain Company, about two years ago.

The company operates the Milwaukee and Chicago Great Western Elevators, having a combined capacity of over 4,000,000 bushels. Mr. Shields' fame as a grain dealer was not limited to the Southwest or to the United States. The export activities of his firm had made his name familiar in all the important grain markets of Europe.

He was one of the early residents of Kansas City who recognized the value of the city's real estate and also was a lover of art. His travels were wide and he had acquired many valuable paintings. He was president of the Fine Arts Institute of Kansas City. He was a member of the Metropolitan Club of New York, the Chicago Club, the Kansas City Club and numerous other social and civic organizations. The summer home of the family is at Southampton, L. I. Beside the widow two children survive, Caroline Shields, 16 years old, and Richard Tyner Shields, 12 years old.

There recently has been an urgent demand for memberships in the Kansas City Board of Trade at the maximum price of \$15,000. In all 15 applications have been received, which added \$225,000 to the resources of the exchange. Two new firms were organized, the Smith-Whyte Grain Company and the Cunningham-Graham Grain Company, the others being from members of firms already established. The exchange now has 215 members. An amendment raising the price of new certificates of memberships to \$20,000 was recently defeated, unexpected opposition to it developing at the time of election. Members maintain that the privileges of the exchange are easily worth \$20,000, but said that arbitrarily fixing a high price on them gave the organization the appearance of a closed corporation. A number of the older members are still in active business who paid only \$25 for their memberships.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

CHARLES L. NIEMEIER of the Shultz & Niemeier Commission Company was chosen president of the St. Louis Merchants' Exchange at the annual election of officers and directors on January 7. Harry H. Langenberg of Langenberg Bros. Grain Company was elected first vice-president, and George F. Powell of the Powell & O'Rourke Grain Company, second vice-president. E. C. Andrews, the retiring president, as is customary, became an honorary member of the Board of Directors. Four directors were named for a period of two years. They were Samuel Plant of the George P. Plant Milling Company; Wallace E. Stewart, St. Louis representative of Ware & Leland, Chicago; John H. Herron of the Elmore-Schultz Grain Company, and Joseph L. Frederick of the J. L. Frederick Grain Company. Those named on the Committee of Appeals were George L. Kelley, C. J. Phillips, Sam T. Marshall,

J. F. Albrecht, Ed F. Catlin, A. H. Beardsley, B. F. Jostes, Eugene C. Dreyer, Zeb P. Owings, Turner B. Morton, L. A. Cooksey, Eugene J. Gissler. The Committee on Arbitration is J. Paul Berger, Boyd S. Lusk, James M. Fuller, T. Maurice Scott, B. J. McCauley, George C. Martin, Jr., Clifford Corneli, John H. Caldwell, R. R. De Armond, W. T. Brooking.

Charles L. Niemeier, the new president of the Merchants' Exchange needs no introduction to the grain and milling trade, as his record has been one



CHARLES L. NIEMEIER  
President, St. Louis Merchants Exchange

of success ever since he entered the grain business in 1887, at the age of 18 years. Mr. Niemeier has been a member of the Exchange for 20 years, and started his career with one of the oldest firms here. In 1900 he and Henry C. Schultz organized the firm of Schultz & Niemeier, and on the death of Mr. Schultz four years later the present firm was incorporated. Louis F. Schultz, Mr. Niemeier's associate in business, is a brother of Henry Schultz. Mr. Niemeier has taken an active interest in Merchants' Exchange affairs for years, and has served on numerous committees. He has also held the office of second vice-president and first vice-president. As first vice-president the past year he was instrumental in materially advancing the interests of the Exchange, as for considerable of the time he assumed the offices of president, and the year just closed was the most prosperous ever experienced by the organization.

Secretary Eugene Smith of the St. Louis Merchants Exchange issued on December 31 a compilation of grain trade and milling statistics for the year on the St. Louis market. The report says, in part:

"The St. Louis market in 1919 received upward of 100,000,000 bushels of grain and shipped out for domestic consumption or foreign export, the latter through the channels of the United States Grain Corporation, more than 65,000,000 bushels of grain of all kinds. The receipts of flour for the year 1919 amounted to over 4,200,000 barrels, while the shipments aggregated over 5,200,000 barrels. The receipts and shipments of hay, cotton, cattle, hogs, sheep, horses and mules were likewise of great volume.

"The grain business of 1919 was one of the record years, final figures showing that it passed the previous high record year of 1918 by a margin of a little more than 200,000 bushels of grain handled. The total movement of the five principal cereals was as follows: Receipts for 1919, 97,886,084 bushels and shipments, 65,941,425 bushels, as against 97,647,666 bushels received and 65,693,600 bushels shipped in 1918. For 1917 the total receipts were 85,639,337 bushels and shipments 65,902,200 bushels. The receipts of hay the past 12 months amounted to 205,108 tons, as against 216,926 tons in 1918 and 238,946 tons in 1917. The shipments were 93,395 tons, as against 159,060 tons and 145,070 tons the two preceding years respectively.

"With the advent of 1920, the grain and milling interests of our market are looking forward to a revival of pre-war conditions, and though six months will elapse before all restrictions, now maintained by the United States Grain Corporation, will be removed, they anticipate many modifications that will be of material benefit to the trade and place business on a more normal footing than it has enjoyed for the past two and one-half years.

"Although trading in future transactions has been restricted to coarse grains only, the volume of business at St. Louis has been increased 50 per cent or

more within the past year until now the gross volume of transactions in corn and oats is equal to that of all grains before future trading in wheat was eliminated. With Government restrictions removed after June 30, traders, however, are looking forward to changes in the meantime that will in all probability permit future trading in wheat under certain restrictions. That, however, remains to be seen."

Patrick P. Connor, an honorary member of the St. Louis Merchants' Exchange, and for years head of the Connor Bros. Grain Company, was 80 years old on January 6, and was presented by Exchange members with a bunch of roses in which were hidden 80 one-dollar bills. George F. Powell, of the Powell & O'Rourke Grain Company, made the presentation speech and Mr. Connor replied.

St. Louis had its first good snow of the winter January 8, and it was welcomed by farmers in this vicinity, as moisture and protection for the winter wheat crop was badly needed over a wide area. Reports received by A. C. Petri, St. Louis representative of Bartlett Frazier Company, Chicago, and other important firms, not only suggest a material decrease in winter wheat acreage as compared with a year ago, but also point to considerable damage from lack of protection for the crop during the recent cold.

Charles F. Beardsley, president of Picker & Beardsley Commission Company, died January 3, at his home, 2923 Dodier Street. His death came as something of a shock to his many friends on the Merchants' Exchange as he was on the floor only a few



THE LATE CHARLES F. BEARDSLEY

days before. While Mr. Beardsley had not been in active business for several months, he was in close touch with the firm's affairs and was in his office almost daily.

Mr. Beardsley was born in Fremont, Ohio, May 28, 1848, and served for a brief period in the Quartermaster's Department of the Union Army. He began in the grain business over 45 years ago, and had been actively engaged in same since that time with the exception of the past six or eight months. With Erich Picker, he formed a partnership, the Picker & Beardsley Commission Company, in 1909. He had been a member of the Merchants' Exchange for 38 years, serving same for many years as director and on various committees.

Nothing could more clearly attest the character of the firm which Mr. Beardsley headed, than the faithfulness of the employes that served him. Seven of the 11 employes of the company have been associated with the firm for an average of 16 years each.

The annual report of the St. Louis Merchants Exchange was issued to members January 6. The report showed the Exchange to be in a highly prosperous condition. Revenues of the Exchange, from all sources for 1919 totaled \$181,316.29 and expenditures were \$159,327.65, showing a net gain for the year of \$21,988.64. This added to the balance on hand January 1, 1919, of \$10,630.65, makes a total for the year of \$32,619.29. Carrying out the constructive plans inaugurated three years ago to set aside a portion of the annual assessment for the redemption and cancellation of certificates of membership, the Exchange in January, 1919, voted to redeem 100 certificates at \$450 each, dues paid, or such

a number up to 100 as were presented to the Exchange. Only 13 certificates were surrendered all told. As the year progressed the demand from outside interests caused values to advance several hundred dollars above the fixed redemption price. In September the Membership Committee, at the direction of the Board, prepared several amendments to the membership rule which were submitted to a vote of the members, being adopted by a large majority, since which time values have advanced to \$1,200. Two members were placed on the honorary list. Two certificates of deceased members were redeemed and cancelled, leaving a total of 885 members at the close of the year. During the past year 63 certificates were transferred.

During the past 12 months 19 Exchange members died, two of whom were former presidents of the Exchange—Henry C. Haarstick, who served the Exchange in 1885 and Otto L. Teichmann in 1905.

John Morton, formerly with the William A. Gardner Grain Company, St. Louis, but now connected with the M. C. Peters Mill Company, Omaha, Neb., spent the holidays in St. Louis, and was a visitor on the Merchants' Exchange.

Manley G. Richmond, a former president of the St. Louis Merchants' Exchange, but now in the produce business, has been elected president of the Fruit & Produce Trade Association, a new organization to promote and expand the produce business.

Edward J. Robinson, chief grain inspector in the St. Louis market for 12 years, but now a grain inspector at Fort Worth, Texas, spent the holidays here and was on the Merchants' Exchange. He said the grain business in Texas is growing rapidly.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE grain men are largely concerned at the present time with the difficulty of getting cars to handle the trade. Receipts are being kept down seriously by this shortage in box cars. This is the statement of George A. Schroeder, traffic expert of the Milwaukee Chamber of Commerce. The large number of cars which are out of service because of repairs, is one of the big factors in the situation, he adds. Country shippers are complaining about their troubles in getting cars, declared Mr. Schroeder, who finds that country elevators are largely filled with the grain because the equipment cannot be obtained to handle the traffic.

Milwaukee grain men report that the export demand for rye has been one of the big factors in the recent advance. Wisconsin rye is known as the best rye in the trade and has been in unusual call for shipment abroad. Milwaukee has been paying special premiums to get this first class rye which is regarded as better than western kinds.

The loading reports from the Northwest indicate a remarkable scarcity in grain receipts, heavy declines from a year ago when all the grains are taken together, but corn trade is better than a year ago. Total grain and grain products loaded in December totaled only 54,000 cars in round numbers for 1919 and more than 82,000 cars for the corresponding month of 1918. This indicates a drop in loading of all grain and grain products of 35 to 40 per cent. Oats and wheat receipts are far below the usual run, while corn is moving a little more actively than in previous seasons. Car shortage, cold weather in December, lack of desire to sell grain and other reasons are assigned by Milwaukee grain men to account for the short run of grain in December.

Erwin H. Seager, one of the younger grain men of this city, but who was nevertheless popular and well known, is dead. At the time of his death he was employed by the Taylor & Bournique Company and previously was Chicago manager for the Lyman Joseph Grain Company. Mr. Seager had never fully recovered from an attack of the influenza nearly a year ago.

The maltsters of Milwaukee are running about on a 60 per cent basis of normal, according to a survey made of the situation by the secretary of the Chamber of Commerce. One of the large plants which in the old days turned out perhaps 1,000,000 bushels of malt annually is now closed down. This is the local plant of the American Malting Company which is now being run as an elevator, and doing a general grain business.

There is still call for malt in several instances for export. There is also some demand for malt to be used for malt cereals, malt syrup and other goods.

Another phase of the malting demand is that for soft drinks, which however is not large enough to cause any general demand. One of the officers of the local plant of the American Malting Company asserts that formulas are now being prepared for soft drinks which may require an extensive use of malt.

The demand for barley from maltsters is still extensive, according to Milwaukee grain dealers. Other opinions are voiced that if the malting experts can keep their plants going to the extent of 60 per cent of capacity immediately after the dry wave goes into effect, that a larger demand for it is likely to be found in the future, so that the malting industry may be restored ultimately to its former prestige. With all brewing ceased, the malting business still bids fair to survive this most serious blow.

Milwaukee grain men have been practically a unit in opposing the high freight rates which have been suggested as likely to follow the return of the railroads to their private owners on March 1. George Schroeder, traffic expert of the Chamber of Commerce, declares that the 25 per cent increase in freight rates as applied to grain would be ridiculous. He believes that even a raise of 10 per cent would be a handsome increase, but he asserts that the whole matter is merely a matter of investigation by the Interstate Commerce Commission and whatever the railroads need to render the best service must be provided.

Mr. Schroeder believes that above all things the business men, the grain handlers as well as others, want the very best service and that they must be willing to pay for it. He points out, however, that freight rates are now on an exceedingly high basis, in fact, they are almost as much as the traffic will bear, and that therefore any such raise as 25 per cent over the present inflated rate levels is out of the question.

C. O. Bradshaw, terminal manager of the Milwaukee road at Milwaukee, says the great cost of labor and maintenance which is now one of the outstanding points of railroad operation can only be met by a vigorous raise in rates. Mr. Bradshaw says that there must be a 25 per cent increase in terminal facilities and 30 to 50 per cent increase in freight equipment.

Grain in store at the opening of the year 1920 at Milwaukee include 2,060,000 bushels of wheat, 260,000 bushels of corn, 451,000 bushels of oats, 198,000 bushels of barley and 251,000 bushels of rye. These figures indicate that supplies of wheat and oats are fairly liberal, while other grains are not held to any great extent.

Milwaukee still retains its lead as the second largest oats market in the country although it is being pressed to some extent by the record which is being made by St. Louis. The movement of oats of the present crop up to the present time shows receipts at Chicago of 41,000,000 bushels, at Milwaukee of more than 14,000,000 bushels and at St. Louis of more than 13,000,000 bushels. The Milwaukee receipts of oats dropped from 23,000,000 bushels in the previous year to 14,000,000 for the present year. Minneapolis had a still larger slump from 22,000,000 bushels to 9,000,000 bushels. St. Louis has had an increase from 11,000,000 bushels for the previous year to 13,000,000 bushels at the present time.

The creditors of Charles F. Glavin, well known grain man of Milwaukee of a few years ago, will be paid in full. In 1915 Mr. Glavin went into bankruptcy owing about \$171,000. Attorney E. H. Bottum has been making arrangements with Mr. Glavin's creditors. The first payment on claims will be 10 per cent and in about three months another 10 per cent will be paid. Each payment will be as large as Mr. Glavin is able to make. Besides claims in Milwaukee, there were also creditors in Chicago, Minneapolis, Manitowish and other cities. Several well known Milwaukee grain firms will benefit by the payments now being made by Mr. Glavin. After his failure in 1915 Mr. Glavin left Milwaukee for Buenos Aires and went into the grain business there. His associates were Englishmen who established a great string of elevators. The great demand for grain in Europe during the war caused the prices to soar and the profits proved to be large.

Mr. Glavin did a cash and commission business while in Milwaukee. His failure came when he hedged on corn by selling May and July options. He is one of the brilliant examples of Milwaukee grain men who have been able to come back strong.

The annual report of Secretary H. A. Plumb of the Chamber of Commerce shows that grain receipts in 1919 were a little below normal with some 70,000,000 bushels. This is about 6,000,000 or 7,000,000 bushels less than in previous years. Receipts were divided as follows: 9,000,000 bushels of wheat, 8,000,000 bushels of corn, 29,000,000 bushels of oats, 20,000,000 bushels of barley and 4,000,000 bushels of rye. These figures illustrate especially the great importance of

barley and oats in the local market. Officers of the Chamber of Commerce declare that the falling off in receipts was largely due to the poor crop in the northwestern grain district. While the receipts of grain fell off in 1919 trade here has about doubled in the course of 10 years. This indicates the tremendous growth of the Milwaukee market.

Milwaukee is an important lake port for shipment of grain judging by the Chamber of Commerce reports which show that while 43,000,000 bushels of grain were shipped out in 1919, 23,000,000 bushels was by rail and about 20,000,000 bushels by water. The annual report of the secretary also shows that a large number of new firms started business in Milwaukee during the year, another indication of a rapidly growing market.

The winter wheat acreage in Wisconsin shows a gain of 7 per cent and a much larger acreage would have been prepared if the fall had been favorable for seeding. The condition of the crop is 95 per cent compared with 93 per cent in the previous year. Rye acreage decreased 8 per cent for Wisconsin, also due to bad conditions for seeding. Rye condition at the latest report was also 95 per cent, which is the same as a year ago and compares with 94 per cent as the 10-year average.

## INDIANAPOLIS

MURRAY E. CRAIN - CORRESPONDENT

WHILE 1919 was not the biggest year in the history of the Indianapolis Board of Trade, it was nevertheless a good one, according to the annual report of William N. Howard, secretary of the Board. The wheat receipts for the year showed an increase over 1918, the banner period, but other lines showed a slump, due to the increasing acreage of wheat. During 1919, wheat receipts by the Board of Trade were 7,620,000 bushels, as compared to 6,728,750 bushels in 1918. Corn receipts were 19,480,000 bushels in 1919, against 21,566,500 in 1918. The year just ended brought 11,810,900 bushels of oats into this market, while receipts in 1918 were 17,810,350. Rye receipts were 380,000 bushels against 556,250 in 1918. Shipments for the two years were as follows: Wheat, 1919—4,383,750; 1918—2,768,750; corn, 1919—11,775,000, 1918—9,706,350; oats, 1919—8,196,800, 1918—10,424,650; rye, 1919—301,250, 1918—441,250.

Mr. Howard pointed out that Indianapolis is rapidly developing into one of the really great grain markets of the world. Prohibition seems to be hastening this end, for cities which carried big grain receipts because of their prominence as liquor manufacturing centers have naturally slumped since those industries went out of business. The result has been that cities like Indianapolis are making big strides as grain markets.

Another interesting feature of Mr. Howard's annual report was his recommendation that the Board of Trade's building at Ohio and Meridian Streets be enlarged. Not only has the grain industry made increased demands for space in the building, but other lines occupying quarters in the building have sought to expand. Fortunately the building was constructed with just such contingencies in mind, and it is possible to add several stories. Such a plan is now under consideration and it is expected that definite action will be taken in the near future. The Indianapolis Board of Trade is one of the few organizations of the kind in the country which owns its own building.

Grain men will play an important part in the affairs of the Indianapolis Transportation Club for the coming year. F. L. Sullivan, of the American Hominy Company, was elected third vice-president of the club at the recent annual meeting. T. A. Lamoureux, of the Sawers Grain Company, was elected secretary-treasurer, and W. C. Hayward, of the Hayward-Rich Grain Company, was made a director.

Notice has been posted on the trading floor of the Board of Trade of the proposed transfer of trading privileges from John L. Cardiff to Elick Lowitz, of E. Lowitz & Co.

Some of the younger and more exuberant members of the Board of Trade at times allow their enthusiasm to convince them that they are big league baseball players and a notice has been posted on the trading floor requesting them not to play baseball with grain. The placard attracted a good deal of attention and some of the veterans advised the youngsters to go South for their training.

The Lew Hill Grain Company was incorporated in Indianapolis recently, with a capitalization of \$50,000. The directors are Lew Hill, Otto P. Deluse, Harold D. O'Brien and Charles S. Weirick. The change merely means that the old company continues under a new

style, for Mr. Hill and his associates have been prominent on the Board of Trade for years. Corporations have obvious and generally recognized advantages over individuals and partnerships, and it was for this reason that the change was made. Mr. Hill is president of the company; Mr. Weirick, vice-president; Mr. Deluse, treasurer, and Mr. O'Brien secretary and assistant treasurer. Charles D. Sheppard has been put in charge of traffic and C. Heeg and J. Wormer are accountants with the company. The firm is well and favorably known.

Employees of the Lawrenceburg, Ind., Roller Mills & Elevator Company were handsomely remembered during the holidays, the company handing out about \$10,000 in bonuses. A departure from the routine methods was established when every employee who served in the army during the war was given \$20 extra.

The Hays Milling & Grain Company, of Worthington, Ind., has filed amended articles of incorporation, increasing the capital stock of the company from \$100,000 to \$150,000.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

HOLDING membership No. 16, the oldest one now outstanding, George G. Barnum, Sr., of the Barnum Grain Company ranks as a pioneer member of the Duluth Board of Trade, and he is credited with the longest career in the grain trade at the Head of the Lakes. Born in Buffalo in 1843, Mr. Barnum moved to Duluth in 1868 as a member of a party which made a survey of the first railroad from St. Paul, known as the Lake Superior & Mississippi Railroad. He served as paymaster of that road until it was merged with the Northern Pacific system.

In 1881 he became associated with Sawyer & Davis in the grain trade on the Duluth market, and he became a member of the Board of Trade shortly after it was incorporated. The Globe Elevator was built at Superior shortly afterwards by F. H. Peavey, L. R. Brooks, A. J. Sawyer, the late W. H. Dunwoody of Minneapolis and P. B. Ware of Chicago, with a capacity of 5,000,000 bushels of grain. Mr. Barnum was manager of that plant for 18 years.

Twenty-four years ago he formed the Barnum Grain Company, and under his direction it has been doing a large and successful business ever since, and today ranks as a material factor in the grain commission business on this market. Mr. Barnum was the first salesman in the employ of the Washburn mills, his connection extending back to 1872 when he became associated with Washburn & Hazard. It was at his suggestion that that firm first began to sell its flour direct to buyers instead of consigning it. With that end in view he made an eastern trip and succeeded in opening up a number of good accounts, some of which are still important flour buyers of the Washburn-Crosby Company.

Mr. Barnum has had some interesting experiences in connection with the grain trade during the pioneer days on this market. He remembers when the first future trade was made on the Duluth market back in 1872, the transaction being the sale of 100,000 bushels of wheat to arrive by A. J. Sawyer to the late George Spencer. He witnessed the building of the first elevator at Duluth by the Consolidated Elevator Company in 1871 and he has seen the elevator capacity at the Head of the Lakes gradually increased from that small beginning until the aggregate capacity of the various plants is now approximately 35,000,000 bushels.

While Mr. Barnum was with the Lake Superior & Mississippi Railroad he was interested as part owner of a lake boat which received 23 cents a bushel for carrying wheat from Duluth to Buffalo. It had a capacity of only 60,000 bushels, comparing with some of the present day freighters with capacities over the 500,000-bushel mark.

Fees for weighing grain on the Duluth market are now \$1 per carlot or \$1 per 1,000 bushels for cargoes or elevator weighings. Those rates became effective on January 1.

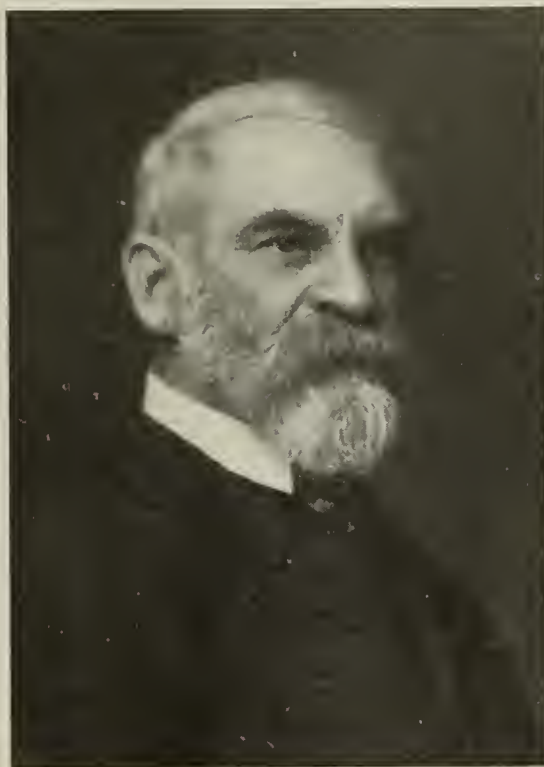
Grover Cleveland Wilson, buyer for the Lake Superior Milling Company, J. W. Higby, representative of H. L. Hankinson & Co., and H. J. Crofton, have been elected members of the Duluth Board of Trade during the past month.

E. H. Smith, who for 18 years was manager of the Duluth office of the American Linseed Company, has received promotion by his recent appointment as vice-president and general manager of the Mencoa Butter Company and of the American Cocoanut Butter Company, with headquarters in the Woolworth Building, New York. Both are subsidiaries of the American Linseed Company. He has removed to New York to

take up his permanent residence there. Mr. Smith came to Duluth originally in 1882, and he was for many years associated with Capt. Alexander McDougall in the vessel business. He represented Capt. McDougall from 1891 to 1901, after the captain had built his line of whalebacks, and prior to the time they were taken over by the Pittsburgh Steamship Company. Percy Fuller, for several years associated with Mr. Smith, is now in charge of the American Linseed Company's Duluth office.

Officers and directors of the Duluth Board of Trade Clearing House Association have been elected for the ensuing year as follows: President, W. J. McCabe; vice-president, E. N. Bradley; secretary and manager, George F. Foster; assistant manager, W. C. Johnson; directors, H. F. Salyards, J. W. Galvin, G. H. Spencer, G. G. Barnum and M. L. Jenks. The Audit Committee of the Association is composed of J. W. Galvin, H. J. LaBree and J. S. D. Deighton.

H. J. Henderson, elevator operator of Fort William, Ontario, was a recent visitor on the Duluth Board of Trade. He expressed the opinion that it is very improbable that any quantity of Canadian wheat will be marketed in this country, even though the restrictions against imports of it have been removed. The crop of last season of the three Western provinces is controlled by the Canadian Wheat Board and practically the entire surplus has been already sold for export to



GEORGE G. BARNUM, SR.

Great Britain, he pointed out. Mr. Henderson estimates that 20 per cent of the last Canadian flaxseed crop is still unharvested and under the snow. He asserted that it is difficult to figure out even approximately the tonnage of Canadian flax likely to be marketed next spring, as extremely favorable weather conditions will be requisite to enable growers to gather the crop in and thresh it. A similar situation existed eight years ago in the Canadian West and the seed was brought to market in the spring in bad condition.

R. M. White of the White Grain Company reported an active call for feeds over the territory in spite of high prices and the policy of dealers to buy only to cover current requirements. The cold weather and the cover of snow on the ground in this district has placed cattlemen under the necessity of feeding to a greater extent this winter than has been ordinarily the case. Supplies of millfeeds are comparatively light owing to the mills only operating on a part capacity basis, due to the difficulty in picking up adequate quantities of spring wheat for mixing. The trade in hay is also active.

Good trading opportunities have been afforded in rye on the Duluth market during the last month. No. 2 spot rye was marked up approximately 25 cents with its spot figure at \$1.83. It is estimated that a good proportion of the 4,100,000 bushels of rye in store in Duluth elevators was disposed of for export and for Eastern shipment at the opening of the navigation season next spring. Rye has formed a large hulk of the receipts at the elevators during the last few weeks with daily inspections running up to 65 cars.

Julius H. Barnes, president of the United States Grain Corporation, spent the holiday season at his home in Duluth, but he returned to New York early in the month. He expressed himself optimistically regarding the outlook for general business this year. In view of the reduced acreage placed in winter wheat last fall, he urged that Northwest farmers make spe-

cial efforts to put in as large an area as possible in wheat next spring. He pointed out that this country will be called upon to again feed Europe to a great extent during the coming year, as it will take some time before conditions will be brought back to normal in the countries that had been engaged in the great war. He did not care to make any predictions regarding the foreign exchange situation next fall or the quotations likely to prevail for next season's crops.

The grain and elevator companies operating on the Duluth market are facing greatly increased personal property taxes for the present year. Five of the largest houses, for example, are being called upon by the St. Louis county assessor to pay taxes aggregating \$47,621.83 in 1920, as compared with \$22,804.21 last year.

The falling off in the grain movement on this market since last fall is illustrated in the fact that receipts at the elevators here for the present crop year from August 1 last to January 1 were only 20,795,000 bushels, compared with 95,129,000 bushels during the same period in 1918. Wheat receipts were just 10,053,000 bushels, against 77,634,000 bushels; oats, 416,000 bushels, against 2,156,000 bushels; barley, 1,765,000 bushels, against 3,822,000 bushels; rye, 7,591,000 bushels, against 8,205,000 bushels, and flaxseed, 970,000 bushels, against 3,291,000 bushels for the same period in the previous year. Stocks of all grains in the elevators here are now just 6,883,000 bushels, as compared with 22,500,000 bushels at this time last year.

In spite of the dull trade during the last several months elevator and grain men on this market are sitting tight and keeping their organizations intact. It is hoped that the corner has been turned and that trade will pick up and approach normal again by next fall.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

THE past year was a fair one with the elevator and grain trade of Louisville and the state, but not a good one at that. Unsettled conditions in the grain market made light buying. Many dealers who generally place orders for several cars at a time have been buying one or two cars at a time this year. Large consumers haven't carried the grain in storage that they generally do. Many elevators have been running light all season. However, prospects for 1920 are somewhat brighter, and it is believed that steadier markets will be established, and better trading.

Carrying rates on grain are somewhat higher than formerly, but at that the increased cost of operation isn't leaving the miller a very wide margin of profit. In the pre-war days general elevator storage rates in this section were right around a cent a bushel a month, while in a still more distant day the rate was a cent for the first month and three-quarters of a cent thereafter. Today the average rate is about a cent and a half, without figuring insurance or interest.

A miller recently stated that in the pre-war days it cost a cent and a half a bushel to carry wheat. Of course he was figuring interest, insurance, etc. He further stated that today it was costing 4.35 cents per bushel to carry wheat. This is quite an advance, but figuring the increased interest necessary to carry a bushel of wheat, due to increased value, it is probably about right.

Whereas it appears as though wheat has advanced rather sharply during the past six months it is shown that the advance has been little other than actual carrying charges. If the carrying charge is 4.35 cents per bushel per month, the cost of carrying a bushel six months is around 26 cents. In July the Louisville wheat market was figured at \$2.26. Adding 26 cents for carrying wheat six months it places a value of \$2.52 on the bushel, whereas Louisville today is figuring wheat as costing \$2.64 a bushel delivered, based on the St. Louis market, which shows a premium of 12 cents a bushel caused by shortage and speculation.

As a result of the death of Sebastian Zorn, president of the firm of S. Zorn & Co., on December 15, the old firm has been incorporated as S. Zorn & Co., with a capital of \$200,000, by Thomas G. Williams, a brother-in-law of the deceased; his son, Garnett S. Zorn, and Harry S. Volz. These men had all been actively connected with the concern for years. In the will of the late Mr. Zorn, which left an estate valued at \$400,000, it was directed that the business he wound up within four months of his death, resulting in the incorporation of the business shortly thereafter. Thomas G. Williams and his friend, Oscar Fenly, who is also president of the Kentucky Public

Elevator Company, were administrators. Mr. Zorn died suddenly of heart failure, at the age of 66 years, closing an active and useful life with a large company. He served two terms as president of the Louisville Water Company. He started his career with the George W. Smith & Son Milling Company at the age of 14, became a partner in that concern, and established the Zorn house in 1879.

Lee Callahan, of the grain house of Callahan & Sons, has been nominated as one of several business men who will run for the directorate of the Board of Trade. That organization incidentally is planning new quarters, more centrally located, and including club rooms, a cafeteria, and modern conveniences.

Charles A. Villier, secretary-treasurer of the Kentucky Public Elevator Company, stated that reductions in certain discriminatory freight rates had resulted in Louisville having a much better outlook for 1920. Business during the year was fair, but not entirely satisfactory. The company didn't get its new plant running until February, and there hasn't been much movement of corn and oats. Wheat handlings have been fair.

Hay prices have been very high during the past month, while there is a good demand. Receipts are fair, but offerings have not been heavy due to bad weather, the holiday season, and the fact that farmers want more money. No. 1 timothy, baled, is quoted at \$34 a ton; No. 1, mixed, \$32; No. 1 clover, \$36; No. 1 alfalfa, \$40; straw, \$14.50.

In connection with the improvements to the Ohio River the City of Louisville plans to erect a \$150,000 river terminal warehouse this year, with river and rail connections, which should result in better facilities for handling grain and hay shipments coming by water, or combination hauls.

Fire at Owensboro, Ky., on December 26, caused a loss of \$40,000 at the feed plant of the Owensboro Products Company, operated in a part of the old Rock Spring Distillery property. Bransford's Flour Mills, adjoining, were destroyed at a loss of about \$15,000, but the elevator, containing \$25,000 in wheat was saved. The Bransford Mills were the oldest frame mills in Western Kentucky. They will be rebuilt.

Articles of incorporation were recently filed by the Frankfort Grain Products Company, Frankfort, Ky., capital \$100,000, J. P. Williams, W. J. Gorman and H. R. Rodman.

The Cotton Seed Products Company, Louisville, has rebuilt several of its burned buildings, and has taken out a permit for another concrete building at a cost of \$25,000.

Cold spells in December checked severe rises in the Ohio which threatened several river cities, and considerable corn land. Farmers lost heavily as it was in the river bottoms. Series of freezes and thaws have not done the wheat crop any good, but at that most of the wheat is not showing through the ground, as it was planted very late. The wheat crop as a whole is on a very much reduced acreage.

Geoffrey Morgan, assistant Director of Farm Extension Work, University of Kentucky, in a talk before Jefferson County farmers in Louisville stated that Kentucky farmers lost \$3,000,000 on wheat last year as a result of poor yields. Production cost around \$25 an acre, and wheat sold at around \$2 a bushel in the early season, while production averaged around 11 bushels to the acre.

The Elk Run Distillery, of the Kentucky Distilleries & Warehouse Company, at Louisville, which made grain alcohol for a time after prohibition on manufacture of whisky, has announced that it has arranged to produce similar alcohol from sugar house refuse, which will be shipped in car lots from Southern ports, coming from Cuba to Louisville, in tank cars. Production will be 35,000 gallons daily.

The brokerage firm of E. H. Morgan & Co., Louisville, hit the wall recently, and will be adjudged bankrupt within a few days. The company has liabilities of more than \$1,000,000 and has assets of about \$500,000. E. H. Morgan and Scott Frost composed the firm.

A fight is already being discussed to prevent a return of closed terminals after the railroads are returned to private control. During the war period open terminals have meant much to local shippers. Prior to the war the stand of the L. & N. Railroad, in refusing competitive freight, was a great holdback.

The Kentucky Legislature resumed on January 5, after a lay off of 18 months or more. Many labor bills are to come up at this session, one being for a pensioning law to pension all workers at 65 years on a \$20 a month basis. The general opinion is that this bill hasn't a chance. Another bill would create a minimum wage for women workers, which might

affect some of the millers. A third bill would pass a law for an eight-hour day for women. It is also expected that changes will be made in the tax laws and also in the Workmen's Compensation Law.

The Ferneliffe Distillery Company, which is now the Ferneliffe Feed & Grain Company, capital \$25,000, expects to start producing feeds shortly. Several other distillery and brewing companies have remodeled their plants for feeds, sugars, etc.

## BUFFALO

ELMER M. HILL CORRESPONDENT

GRAIN receipts at terminal elevators in Buffalo showed a decided slump during the year ending December 31, according to figures compiled by the marine department of the United States Customs at Buffalo. Total receipts during the year were 94,472,127 bushels as compared with the record breaking mark of 216,258,453 bushels in 1915.

The season was one of the duller in many years. Lake carriers say that the season was far from a success for them. Grain rates were a bit off from the previous year and it was hard to get cargoes at the upper lake ports. There was no delay at the Buffalo end of the route because the terminal elevators were at no time congested.

The big decrease in grain receipts here during the past two years is attributed by members of the Buffalo Corn Exchange to Government control of the railroads and the food situation. The crops moved to the East largely by rail and the Great Lakes route was neglected thus keeping the grain away from the terminal elevators at Buffalo and other lower lake ports. On the theory that the grain should be moved from the producer to the consumer by the most direct route, the Railroad Administration favored the rail lines. It is predicted by local elevator interests that when the railroads revert to their former owners, the grain will again begin to flow down the lakes to Buffalo elevators.

It will be an idle year along the waterfront. There are less than 6,000,000 bushels of grain held in bottom storage in the Buffalo harbor as compared with 40,000,000 bushels a year ago and an average of approximately 50,000,000 for several years past. The earnings at elevators will be comparatively small.

Of the 94,000,000 bushels of grain which passed through Buffalo elevators, 56,395,000 bushels were wheat; 50,000 bushels corn; 14,000,000 bushels oats; 10,000,000 bushels barley, and 13,000,000 bushels of rye. Flax seed receipts amounted to only 844,000 bushels.

George E. Pierce, elevator owner and wholesale grain merchant, who was ousted from the Buffalo Corn Exchange a month ago for alleged fraud, has been petitioned into bankruptcy by his creditors who charge he has liabilities in excess of \$350,000. It is charged that Pierce has interfered with the disposition of his assets which have been in the hands of a committee of his creditors for about two months. The district attorney is investigating the affairs of Pierce in an effort to determine whether fraud was practiced by him before his financial crash.

Thomas Bagley, for 50 years an engineer attached to terminal elevators along the waterfront, is dead. He was born in Ireland 78 years ago. He is survived by his widow, two daughters and two sons.

## NEW YORK

C. K. TRAFTON CORRESPONDENT

AS USUAL at the beginning of the year, the bulletin boards of the New York Produce Exchange have borne numerous announcements regarding new firms and corporations or changes in some of the old concerns.

Of special interest to members of the grain trade here and in Chicago was the announcement that Charles C. Rubins and his brother, Willis F. Rubins, both old-time members of the local trade, will in the future act as New York representatives of Fred S. Lewis & Co., prominent commission merchants on the Chicago Board of Trade. Recently the Rubins brothers have acted in a similar capacity for Wm. H. Noyes and Lamson Bros. & Co., of Chicago.

Another notice announced the formation of a new firm to be known as Howser & Wilson. The partners are J. B. Howser and Howard R. Howser, well known in local grain circles for many years, and Cecil W. Wilson, who many years ago was with the old grain

firm of Parker & McIntyre and for a short time thereafter with Parker & Graff. The new firm will conduct a grain brokerage and ocean freight business.

A third item indicated the gradual return to regular civilian business of men who have been engaged during the war with The Wheat Export Company, Inc., official buyers for Great Britain and the Allies. Henry Leverich and C. F. Watt are no longer connected with that organization. Mr. Leverich, who formerly acted as New York representative for the Hall-Baker Grain Company of Kansas City, stated that a new concern had been organized, known as the Hall-Baker Grain Company of New York, of which he will be vice-president and manager, while F. G. Crowell, head of the parent concern, will be president.

Henry E. Beardsworth, during recent years associated with various local grain firms, latterly with the New York office of the Armour Grain Company, has severed the latter connection. His place will be taken by Thomas C. O'Brien, who has applied for membership in the Exchange.

As an indication of activities on the New York Produce Exchange, it is noted that during the year 1919 a total of 205 members and associate members were elected.

At the meeting of the Board of Managers last week 26 active and associate members were elected. Among them were the following who are identified with the grain and milling trade:

Ernest Brewer, Reed Jones, Roderick W. McKinnon, Harry S. Morris, Clarence H. Penny, Howard M. Schaal, Gordon Ravenscroft, Jacob Wells, William Knight, Jr., Geo. H. Turner, Jr., and Cecil W. Wilson.

Among the recent visitors on the New York Produce Exchange the firm of Lamson Bros. & Co., prominent commission merchants on the Chicago Board of Trade, was well represented by Leslie F. Gates, recently re-elected as president of the Board; his partner H. H. Lobdell; and in addition by their floor manager, Walter Beaven, for many years active and popular in the grain trade on 'Change. This trio came East partly on business and partly to attend the annual oats trade dinner at the Waldorf. Mr. Beaven stated that he did not expect any noteworthy declines in corn prices in the near future. In fact, he imagined that prices would rule comparatively high for several weeks or months, as farmers do not appear anxious to sell, being strong financially and inclined to feed freely to live stock.

It is unfortunate that the annual dinner of the oats trade is scheduled to take place just too late to cover it for this issue of the "American Grain Trade." The only thing that can be said in advance is that during the week members of the grain trade from all over the country have been gradually drifting into this market and the visitors' register on the Produce Exchange looks something like a "Who's Who" in the grain trade. Among the prominent members of the Chicago grain trade who arrived were Alfred T. Martin, an old member of the Produce Exchange, but now a partner in the Bartlett Frazier Company, well-known commission merchants on the Board of Trade; Frank D. Gallagher, also active years ago in the New York market, and Kenneth P. Edwards, of J. A. Edwards & Co. Milwaukee sent a highly popular and efficient representative in the person of Harry M. Stratton, of the Donahue-Stratton Company, and the Stratton-Ladish Milling Company. Latest returns indicate that J. F. Hammers is the only delegate from Boston.

It has been reported on the Produce Exchange that Alfred Ettlinger, for several years New York manager of the Chesapeake Export Company, a subsidiary of the J. Rosenbaum Grain Company, of Chicago, will sever that connection on his return from Europe and become secretary and treasurer of a new corporation formed by the Rosenbaums interests under the style of the People's Industrial Trading Corporation, general exporters and importers, of which E. F. Rosenbaum is president. Ernest Reiner, who has been six years with the Rosenbaums, representing them in various markets, has come here and will succeed Mr. Ettlinger.

Members of the local grain trade were surprised recently to learn that their old friend, Wm. Richardson, of Richardson Brothers and the Philadelphia Export Company, in addition to his many interests had taken on additional duties as chief owner of the Washington American League Baseball Club, having paid, it was said, \$400,000 for his interest.

Charles W. Forbes, recently representative on the Produce Exchange for E. Lowitz & Co., commission merchants of the Chicago Board of Trade, has severed that connection and is now filling the same position for the new firm of Stein, Alstrin & Co., successors in the Chicago market of Block, Maloney & Co. His place on 'Change was taken by Edward O'Neill.

Governor Smith of New York in his annual message to the Legislature made one suggestion that was highly gratifying to members of the Produce Exchange as well as to business men generally over a large part of the state. Briefly, the Governor advised the appropriation of between \$15,000,000 and \$20,000,000 for

the purpose of completing the Erie Barge Canal. In addition, funds should be supplied to erect elevators at points like Buffalo, New York and Oswego. He also said he was considering whether to ask for money to build a large fleet of canal boats.

A. B. Black, of Charles Kennedy & Co., well-known grain merchants of Buffalo, who was a recent visitor on the Produce Exchange, stated that trade in grain had been greatly hindered by the scarcity of cars, it being frequently impossible to get half the cars needed.

Charles Rockwell, formerly active in the grain distributing business on the Produce Exchange, who went to Chicago recently and became president of the Park & Pollard Company, feed manufacturers, visited the Produce Exchange early this month and received a cordial welcome from his many old friends. He was on his way home from a six weeks' trip in Cuba and Florida, partly for recreation and partly business.

The posting of an obituary notice stating that H. B. Mitcheson had died in Brooklyn on October 25, 1916 (sic), created considerable bewilderment recently among members of the Produce Exchange. There was much discussion as to whether this long delay was a reflection on Brooklyn or on the Burleson post office service. It was explained that Mr. Mitcheson's relatives had not notified the Exchange promptly because they were of the opinion that he had terminated his membership before his death.

## TOLEDO

H. F. WENDT CORRESPONDENT

HARRY R. DeVORE, of H. W. DeVore & Co., was chosen president of the Toledo Produce Exchange, at the annual election of officers, held January 5. He succeeds Fred Mayer of J. F. Zahm & Co. Mr. DeVore has served as first vice-president, treasurer and director of the Exchange.

Other officers elected were as follows: First vice-



HARRY R. DEVORE  
President, Toledo Produce Exchange

president, R. S. Sheldon; second vice-president, Kenton D. Keilholtz; treasurer, George Woodman; and secretary, A. Gassaway.

Directors: Fred Mayer, Frank I. King, David Anderson, Fred O. Paddock, Jesse W. Young, Frank R. Moorman, Jesse D. Hurlbut, Frank W. Annln, Raymond P. Lipe and Cyrus S. Coup.

Members of the Exchange were treated to a real bit of amusement and entertainment which was in reality instructive, January 10 when Kenneth Hughes, age seven, boy orator, spoke on the trading floor on the subjects of Free Ireland and The High Cost of Living. The boy is a wonder of the platform. He is touring with his parents.

An appeal from Warsaw for corn, rye or wheat to relieve the suffering natives of Poland was cabled from Thomas Bentley, president of A. Bentley & Sons, of Toledo. The cable was received by members of the Toledo Produce Exchange.

It said: "The want of bread at this place is indeed a calamity to a population of more than 5,000,000

people. If arrangements can possibly be made to ship a cargo of corn, rye or wheat to this city you would not only be paid liberally for it but would get the blessing of the populace."

A. J. Burkart, manager of the branch office of E. W. Wagner & Co., on the floor of the Exchange, spent the holidays with his family in Florida. Mr. Sauter, from the St. Clair Street office, relieved Mr. Burkart during his absence.

H. W. Doughten of H. W. Doughten, Inc., seed dealers of New York, and Charles Latchaw, state secretary of the Farmers Co-operative Elevator Association, of Defiance, were recent visitors on the floor of the Toledo Produce Exchange.

## CINCINNATI

CLYDE LEVI CORRESPONDENT

THE car shortage is affecting grain movements in the Cincinnati district. The situation is becoming more acute and buyers in anticipation of reduced supplies are buying more freely. Special action has been taken by the Traffic Department of the Cincinnati Grain and Hay Exchange with the various railroads to supply cars to country shippers and an improvement is confidently looked for in the near future.

The hay situation is very strong and higher prices for the entire list are looked for. There is an unabated demand and decreasing receipts. The cold weather has created an unusual demand both for local consumption and shipping and buyers are anxiously taking all that is offered. In 1919 there were 1,846 more cars of hay received than in any former year. The total cars inspected at the plug track during the year was 10,700, against 8,954 in 1918. In December 824 cars were inspected, against 651 in December, 1918.

The wheat market continues the most active of the grain list, all receipts being quickly absorbed at advanced prices. The demand for both mill and elevators show a marked improvement.

Cash corn was independently strong here as a result of the continued light receipts and increasing demand and prices. Ear corn is holding its own along with the rest of the grain list.

Good buying of oats in all markets has created a stronger situation locally, the few cars being offered selling well at advanced prices. Good heavy grain or choice oats for seeding purposes command a substantial premium. The market for barley, mill feed and rye continue firm and active.

Statistics prepared by Secretary D. J. Schuh of the Grain and Hay Exchange show that a total of 13,159 cars of grain were inspected in 1918, made up to 7,150 cars of wheat, 2,712 cars of shelled corn, 480 cars of ear corn, 2,198 cars of oats, 305 cars of rye and 304 cars of barley. In addition 1,030 cars of feed were received.

A sumptuous turkey luncheon, garnished at intervals with jazz, ragtime, dancing and vaudeville featured the annual frolic of the Grain and Hay Exchange members at the Hotel Gibson, December 31. Harry E. Niemeyer was chairman of the Entertainment Committee. He also volunteered to sing a song or two, making up in black face for it. He proved to be the star of the afternoon. Elmer Heile entertained with his informal cut-up stuff. There also was a troop of professional singers and dancers and a jazz band. President E. B. Terrill cut the formal part of the program to the bone. W. C. Culkins, street car director and former secretary of the Chamber of Commerce, was the only speaker and he made it snappy.

Fourteen members, seven of whom are to be elected, have been nominated for directors of the Cincinnati Grain and Hay Exchange by the committee of which C. S. Custer is chairman. The nominees are A. M. Braum, W. L. Brown, James G. Broxterman, John E. Collins, Jr., F. J. Currus, Louis Dickmeier, E. A. Fitzgerald, Ralph Gowling, Elmer H. Heile, H. H. Hill, H. Edward Richter, W. G. Stueve and E. B. Terrill. Five of the seven are to serve for a period of three years and two for a period of two years. Hereafter the terms of five members will expire each year. The number to be elected this year is due to the reorganization of the Board of Directors in 1918. The Board of Directors will meet soon to set the time and place for the annual election. The annual meeting will be held on the day of the election.

Each of the 80 employees of the Early & Daniel Company received a bonus check of 20 per cent of his yearly salary at a dinner at the Hotel Sinton

recently. Since 1911 this bonus system has been in operation, but none of the checks were for more than 6 per cent heretofore. W. C. Tatman, secretary-treasurer, distributed the checks. A dance followed the dinner.

Quite a move is about to be made by the Simmons Milling Company, 41 Walnut Street, which will concentrate its several departments in the former plant of the Farmers' and Shippers' Tobacco Warehouse, southwest corner of Water and Vine Streets. The corporation which makes a specialty of poultry feed takes a 10-year lease on the entire plant containing 163,850 feet. The company will use the warehouse as a mill for its grain products.

C. C. Slete, receiver for the Richter Grain Company has been ordered by Insolvency Judge J. B. Kelley to pay a dividend of 50 per cent to creditors of the company. He reported assets of \$71,159.99 of which he expended \$31,828. There is \$3,500 due him, he also reported, and he asked leave to pay the 50 per cent dividend.

The members of the Grain and Hay Exchange liberally contributed to a purse for Phyllis Kirk, the telephone operator of that organization, and also to Miss Patterson and Miss Reisinberger, office attaches of the Exchange.

Alfred Gowling, grain merchant, lost his final contest for the office of mayor of Newport, Ky., when a recount of the vote, demanded by Mr. Gowling, gave his opponent two more votes.

Reduced acreage, Hessian fly infestation and some extremely late seeding are the outstanding features of the December crop report on the winter wheat made public by the co-operative crop reporting service at Columbus, Ohio, for the state of Ohio. According to the report the winter wheat acreage seeded this fall by Ohio farmers is estimated at 2,476,300 acres, a reduction of 12 per cent from the 2,814,000 acres seeded during the fall of 1918. The actual reduction was somewhat greater than the intended reduction, as wet weather came on just about the "fly free" dates and in the southern part of the state especially it was impossible to get out the full intended acreage even though seeding in some sections continued to as late a date as November 20. Seventy-five of the 88 counties report fly in the early sown wheat, with apparent damage ranging from slight to material. Considerable anxiety is felt as to the outcome of the infestation and it is the general belief that should there not be heavy rains at the time of emergence of the fly in the spring, the damage will be enormous. Fortunately the greater part of the Ohio crop escaped the fall fly infestation, yet was seeded prior to the adverse weather and the result is a state condition figure of 90 for the crop as a whole, which is two points under the 10-year average. The average seeded to rye this fall is estimated at 100,000 acres, compared with 116,000 acres seeded during the fall of 1918. The December first condition figure for this crop is 95, as against the 10-year average of 93.

The Brookville Farmers' Grain Company of Brookville, Ohio, has been incorporated at \$30,000.

## IMPORTANT FARMERS GRAIN DEALERS MEETINGS

During the next two months there are several important meetings of farmers grain dealers associations. As we go to press, January 13-16, the Farmers Grain Dealers Association of South Dakota is meeting at Aberdeen; January 20-22 the Farmers Grain Dealers Association of Iowa will meet at Sioux City; February 10-12 the Farmers Grain Dealers Association of Illinois will meet at Peoria; and on February 16-18 the Minnesota Farmers Grain Dealers Association will hold forth at Minneapolis.

## CANADIAN WHEAT PRICE RAISED

Effective December 28, the Canadian Wheat Board ordered that the price of Manitoba wheat to mills in Canada be raised from \$2.30 a bushel to \$2.80 a bushel in store at terminal elevators at Fort William or Port Arthur.

Another regulation increased the maximum wholesale price of Government standard spring wheat flour from \$10.90 a barrel to \$13.15 f. o. b. cars Montreal.

James Stewart, chairman of the Board, stated recently that in order that the consumption public may have advantage of the supply of cheaper flour in the United States import permits will be issued.



## EASTERN

It is rumored that grain elevators will be given a tryout at New York Harbor this year.

A grain, feed and flour business is to be conducted at Johnstown, Pa., for Jacob Grosch.

Extensive improvements have been made to the plant of the J. Cushing Grain Company at North Abington, Mass. A 70x80 foot warehouse has been put up.

The grain business of Edw. White at Rockville, Conn., has been sold by him to the Rockville Grain & Coal Company. He is no longer in the grain business.

A large elevator is to be built this winter at Sodus Point, N. Y., for the Pennsylvania Railroad Company. A channel 22 feet deep is being dredged to the elevator.

The Richmond Elevator at Buffalo, N. Y., has been torn down. The elevator was of frame construction; it had no rail connection and had long been used in the canal trade.

To buy and sell grain, fertilizers, farming tools and implements the Bristol Grain & Supply Company has been incorporated at Bristol, Conn., capitalized at \$50,000. The incorporators are: Ernest R. Burwell, Edw. B. Barnes and Richard H. Bemish. The company will have headquarters in the mill which has been owned and operated for 40 years by Geo. W. Eaton and his sons.

## CANADA

The St. Louis Grain & Feed Company of Montreal, Que., has been registered.

J. E. St. Onge of Montreal, Que., has been registered as a grain and hay merchant.

The Alberta Pacific Grain Company is building a new grain elevator at Red Deer, Alta.

The Bromhead Grain Growers' Association, Ltd., of Bromhead, Sask., has been registered.

A. W. Annis of Maple, Ont., has sold his grain elevator to the United Farmers Association.

D. Matheson of Chipman, Alta., is contemplating the erection of a grain elevator and flour mill this spring.

The Canada West Grain Company of Melfort, Sask., expects to erect two elevators in the near future.

The capital stock of the State Elevator Company, Ltd. of Ottawa, Ont., has been increased from \$100,000 to \$1,000,000.

The contract for separator and scales for Elevator "B" at Tillsonburg, Ont., of the Canadian National Railways has been awarded to the Huntley Manufacturing Company.

Property at Peace River, Alta., has been secured by the Clarke Elevator Company. A new elevator will be erected on the site. The proposed plant will have capacity of 60,000 bushels.

The Maple Creek Light & Power Milling Company has incorporated at Shaunavon, Sask., the Shaunavon Light & Power Milling Company and has purchased the elevator there. It will build a flour mill next year.

## THE DAKOTAS

G. H. Bruns of Oriska, it is reported, has purchased a grain elevator at Elliott, N. D.

The elevator of the Bowdle Grain Company at Bowdle, S. D., is being equipped with G. E. Motors.

The elevator at Alpena, S. D., formerly the property of Till & Kochs has been purchased by Mason Smith.

A grain elevator of 5,000 bushels' capacity and storage tanks of 20,000 bushels' capacity are to be built for the D. J. Toomey Produce Company, Inc., of Spearfish, S. D.

The Merchants Elevator at Sioux Falls, S. D., has been purchased by J. E. Arnold, manager of the Lang Elevator at Flandreau. Mr. Arnold will take charge of the elevator next April.

An addition is to be built to the elevator of the Western Terminal Elevator Company of Lennox, S. D., and repairs are to be made to the old house as soon as weather conditions permit.

Operations in grain buying are to be started in the Volin Mill, at Volin, S. D. The milling machinery will not be operated. Chas. Shepardson is in charge of the operations, which will be

started as soon as necessary repairs are made to the elevator machinery. The plant has been idle for a year.

Business operations have been stopped for this season in the elevator of the Farmers Elevator Company at Rawson, N. D.

A grain elevator of 46,000 bushels' capacity has been moved from Deisem, N. D., to Franklin. The structure was moved on rollers.

The elevator of the Farmers Co-operative Association at Alcester, S. D., has been reopened after having been closed for some time. G. N. Slocum is grain buyer; C. W. Peterson, assistant. to Mr. Slocum.

## IOWA

A grain elevator is to be erected this spring at Stuart, Iowa, for the Farmers Co-operative Company.

The Farmers Elevator Company of Stockton, Iowa, has been changed into a co-operative organization.

H. Dryer, Jr., is to make repairs on his elevator at Aplington, Iowa, and equip same with an electric motor.

A site at Conway, Iowa, has been secured by the Farmers Elevator Company. The firm will build a grain elevator.

E. E. Stalker is now with the Western Terminal Elevator Company of Sioux City, Iowa. He has been with Simons, Day & Co.

The Flugstad Grain Company of Flugstad (Duncombe p. o.), Iowa, has overhauled its plant and is now in splendid running condition.

G. E. Heiner has leased the elevator at Hartley, Iowa, which was recently bought by H. E. Broaders from the Farmers Elevator Company.

An interest in W. W. Little & Co. at Tipton, Iowa, has been sold by W. W. Little to W. T. Mahaffy. The plant will be run on the percentage basis by him.

A warehouse 20x40 feet is to be built for the Rolfe Grain & Milling Company of Rolfe, Iowa. It will be located between the elevator and corn cribs.

B. L. Cook is succeeded by A. A. Cook in operating the grain elevator at Marshalltown, Iowa. He operates under the name of the Cook Grain Company.

The old Evans Hotel at Clearfield, Iowa, has been purchased by the Farmers Union. It will build a new farmers' elevator of steel and brick and will operate same.

The elevator of A. H. Thomas at Montezuma, Iowa, has been purchased by W. H. Bartz & Co., of Des Moines. A branch office will also be operated in connection with it.

A new 350-ton concrete coal house has been completed at Colo, Iowa, for the Farmers Grain Company. The Burrell Engineering & Construction Company had the contract.

Several improvements are to be made to the elevator of the Farmers Co-operative Elevator Company at Anita, Iowa, including the installation of modern and new machinery.

Henry Janssen, Stephen Loew, A. W. Otto and others have incorporated at Lidderdale, Iowa, as the Lidderdale Farmers Union Grain & Stock Company, Inc., capitalized at \$50,000.

The elevator of the Farmers Elevator Company at Green Mountain, Iowa, is being remodeled. It will be equipped with a new leg, cup belt, automatic scale, manlift and dump.

The Iowa Corn Products Company has been organized at Des Moines, Iowa, to conduct a grain and grain products business. J. F. Fogarty is at the head of the firm. Others interested are: O. J. Meredith, A. H. Heggen and R. B. McConlogue.

C. H. Rock is president; Henry Steffen, vice-president and H. B. Rock, secretary and treasurer of the Dixon Co-operative Elevator Company of Dixon, Iowa. The firm is capitalized at \$30,000. The company will handle all kinds of grain, coal and lumber.

The Rothschild Grain Company's elevator at Wiota, Iowa, has been taken over by Frank O. Lenoir, formerly connected with the company. Possession was given on January 1. G. Kellogg is now manager of the elevator and will be asso-

ciated with Mr. Lenoir. The latter will remain with the grain company and have charge of its offices at Atlantic.

Incorporation papers have been filed at Dyersville, Iowa, as the Farmers Shipping Association to buy and sell grain, poultry, fruits and vegetables. The company is capitalized at \$30,000.

G. F. Housman has taken into partnership with him in operating the business at Davenport, Iowa, his brother, W. J. Housman and F. R. Lewis. They will operate as Geo. F. Housman & Co.

The Hunting Elevator Company's elevator at Hawkeye, Iowa, has been purchased by the Farmers Elevator Company. It has installed a 10-horsepower motor and is building a new office.

John C. Peterson and W. Johnson have incorporated at Holmes, Iowa, as the Farmers Co-operative Elevator Company. The elevator company is capitalized with stock amounting to \$30,000.

J. P. Schlesselman is president; Glenn Walsh, secretary, and A. H. Evans, treasurer of the Williamsburg Supply Company of Williamsburg, Iowa. The company has purchased the elevator there from the Jackson Grain Company and opened for business January 1.

## WESTERN

C. L. Reitter is out of the grain business at Glendo, Wyo.

The Tremonton Mill & Elevator was recently incorporated at Tremonton, Utah, capitalized at \$50,000.

The Imperial Elevator Company's plant at Malta, Mont., has been closed by that company for the season.

The capital stock of the Kent Elevator Company of Kent, Ore., has been increased from \$25,000 to \$30,000.

A large office building and scale shed has been built to the mill of the Eads Elevator Company of Eads, Colo.

Lowden Jones has purchased an interest in the Jones Scott Company which conducts a grain business at Walla Walla, Wash.

The capital stock of the Montana Elevator Company operating at Lewistown, Mont., has been increased from \$150,000 to \$500,000.

A No. 3 Monitor Cleaner and a 15-ton truck scale has been installed in the plant of the Stanwood Grain Company of East Stanwood, Wash.

Farmers will build a grain elevator in the vicinity of Crabtree (mail to Garfield), Wash. The elevator will cost \$15,000 and will be of wooden construction.

Fred W. and W. H. Lasater and P. H. Willman have incorporated the Lasater Bros. Company of Walla Walla, Wash., to conduct a grain and livestock business. Its capital stock is \$90,000.

H. L. Copeland & Co., of Walla Walla, Wash., are building a series of grain bins at Portland, Ore. The structure will consist of four grain bins of reinforced concrete. They will stand 73 feet.

Geo. Allen has opened the old elevator of J. C. Whelan at Savage, Mont., owned by the Savage Grain Company. He was formerly manager of the Farmers Elevator Company and is succeeded in that position by Geo. Cokley.

The Perfection Grain & Milling Company has been incorporated at Portland, Ore., to conduct a grain business. The capital stock of the firm is \$500,000. R. M. Tuttle, E. Rohlfing, J. M. Hodges, G. L. Hurd and J. D. Zurcher are interested.

The Globe Grain & Elevator Company has established offices for its business in Utah and Idaho, at Ogden, Utah. The offices at Pocatello and Salt Lake City have been discontinued. J. H. Barnhart, formerly of the Preston Milling Company, is manager.

W. L. Walker has purchased the grain warehouse owned by his brother, J. F. Walker, at Molson, Wash. The building has been leased to A. J. Cedarblom and Glen Dodson who will conduct a grain and feed business. Mr. Walker conducts a grain business at Waukon, Wash.

A consolidation has been materialized between the Farmers Elevator Company and the Medicine Lake (Mont.) Milling Company. Hereafter they will operate as the Farmers Elevator Company. A. L. Tennis has been retained as manager of the

firm. A. T. Anderson will have management of the mill. Hans Rasmussen is president; E. C. Umbreit, vice-president; B. M. Nelson, secretary and treasurer. Later on the company will be re-incorporated, the old stock taken up and new stock certificates issued.

The Centennial Milling Company of Spokane, Wash., has made arrangements for the erection of an eight-story reinforced concrete mill with 27 reinforced concrete tanks of 1,000,000 bushels' capacity and a reinforced concrete warehouse of 25,000 bushels' capacity. The mill will have a daily output of 2,500 barrels.

F. E. Dunlavy is president; F. E. Button is secretary and M. J. Gleason, treasurer and general manager of the Rocky Mountain Bean Elevator Company of Trinidad, Colo., which was recently incorporated there. Cleaning plants will be established at Hoehne, Colo., and Springer, N. M. Headquarters are at Trinidad, Colo.

## OHIO AND MICHIGAN

The Equity Exchange has purchased the elevator of S. A. Meyers at Gettysburg, Ohio.

The L. G. Shanley Elevator at Pemberton, Ohio, has been taken over by the Farmers Elevator Company.

The warehouse of the Farmers Co-operative Company at Sterling, Mich., has been closed by that company.

The Atlantic Elevator Company's elevator at Detroit, Mich., has been purchased by the Detroit Elevator Company.

Ash & Shaw's elevator at Hatton, Ohio, has been taken over by the Prairie Farmers Co-operative Company of Prairie Depot.

The capital stock of the Deshler (Ohio) Farmers Elevator Company is to be increased, it is reported, from \$75,000 to \$150,000.

The capital stock of the New Era Grain Company operating at Bowersville, Ohio, has been increased from \$15,000 to \$30,000.

The capital stock of the Loudonville Mill & Grain Company of Loudonville, Ohio, has been increased from \$100,000 to \$150,000.

The Continental (Ohio) Equity Exchange has purchased the elevator there from the Morrison & Thompson Company at Kokomo, Ind.

A new elevator is to be built at Kingsley, Mich., for Geo. W. Parker. Repairs are to be made to the plant and new machinery installed.

An addition is to be built to the present elevator of the Allen & Wheeler Company of Troy, Ohio. The total capacity will be 250,000 bushels.

The plant of the Prairie Farmers Elevator Company at Prairie Depot, Ohio, has been equipped with G. E. Motors. L. J. Ducat is manager.

An elevator is to be built at Malta (McConnellsville p. o.), Ohio, for the recently incorporated Morgan County Farmers Elevator Company.

The grain and seed business of Jos. L. Manseau of Manistee, Mich., has been discontinued by him. He will retire after 30 years in the business.

A grain elevator and warehouse may be erected at Wilmington, Ohio, for R. P. Barrett & Son this spring. They have purchased a site there already.

The elevator at Schoolcraft, Mich., has been purchased by Willis Harvey who was until recently associated with the Constantine Milling Company.

The charter of the Farmers Commercial Grain & Seed Company of Rising Sun, Ohio, has been amended increasing capital stock from \$15,000 to \$50,000.

A new company has been organized at Portland, Mich., with F. W. Pryer, president, and C. L. Goodwin, secretary, to take over the Portland Farmers Elevator.

The Wilgus Grain Company succeeds at Conover, Ohio, the Wilgus & Shaffer Grain Company. G. W. Shaffer is succeeded by A. W. Burton as manager of the plant.

Operations have been started in the new elevator of the Farmers Exchange at Genoa, Ohio. The equipment includes a Randolph Grain Drier. A. McDougal is manager.

The Carey Farmers Co-operative Company of Carey, Ohio, is building a modern elevator operated by electricity. The elevator will have a capacity of 35,000 bushels.

Incorporation papers were filed by Oscar Wallin, John Whalen and Chas. Ziegler as the Grawn Co-operative Elevator Association of Akron, Mich. The company is capitalized at \$50,000.

Willis E. Sheldon has sold his grain business at Jackson, Mich., to the Myers-Marshall Grain Company. Mr. Sheldon is going to Los Angeles and will engage in the grain business there.

The Charles F. Bartlett Company has been incorporated to operate at Grand Rapids, Mich., and is capitalized at \$50,000. The company will have offices and warehouse at Grand Rapids, and a

grain elevator at Carland. The firm will handle stock feeds. Chas. F. Bartlett is president; C. M. Loomis, secretary and treasurer of the firm.

The interest of W. Nisonger in the Quincy Grain Company at Quincy, Ohio, has been sold to Harry Clay. The new owner takes possession on May 1.

Farmers around Foraker, Ohio, are interested in the elevator which is being planned for that city. It is expected that the elevator when completed will be conducted on a co-operative basis.

The Gordon-Haus-Folk Company's elevator and implement store at Mendon, Ohio, has been purchased by the Mendon Equity Exchange. The old elevator will probably be torn down and a new one built.

Kirby White will enlarge and repair his elevator at Harrod, Ohio. He will equip it with electricity and install modern machinery. The capacity when improvements are completed will be approximately 20,000 bushels.

The capital stock of the Co-operative Society at Edon, Ohio, has been increased from \$10,000 to \$25,000. The company has purchased the elevator, coal and feed business of G. Wolff & Sons and took possession on January 1.

Incorporation papers have been filed at Brookville, Ohio, as the Brookville Farmers Grain Company by Ward H. Stick, Fred E. Stick, A. H. Marshall, Lloyd Zumkrum and Fred Miller. Capital stock of the company has been issued to the amount of \$30,000.

## MINNESOTA AND WISCONSIN

The Atlantic Elevator Company's elevator at Dent, Minn., has been purchased by the Dent Grain Company.

The grain elevator of C. O. Lekue at Beltrami, Minn., which burned last summer is to be rebuilt this spring.

The interest of A. G. Lundgren in the Independent Elevator at Borup, Minn., has been sold to A. A. Pankratz.

The R. E. Jens Company of Cochrane, Wis., is succeeded there by the Cochrane Grain & Commission Company.

A new office building and warehouse costing about \$20,000 is to be built for the Boulay Bros. at Fond du Lac, Wis.

Capitalized at \$60,000, the Farmers Elevator & Implement Company has been incorporated to operate at Elmwood, Wis.

The Farmers Elevator Company of Pennock, Minn., is contemplating the erection of a new elevator there next summer.

Jas. McFarland has incorporated at Carlton, Minn., as the Carlton Mill & Elevator Company. The capital stock of the firm is \$50,000.

The elevator of C. E. Richmond & Co., of Plainview, Minn., located at Viola, Minn., has been repaired and equipped with a Fairbanks-Morse Dump.

The Hautebrook Elevator at Green Bay, Wis., which has a capacity of 20,000 bushels has been purchased by the Badger Grain Company of Green Bay.

The Cisco Elevator Company recently purchased the elevator at Cisco (Erskine p. o.), Minn., which was formerly owned by the Atlantic Elevator Company.

Improvements have been made to the plant of the Farmers Elevator Company at Glenwood, Minn. A new coal shed and 10-ton Howe Scale has been installed.

A modern elevator will be erected and will be ready for operation this spring at Boyceville, Wis. E. O. Wright and Arthur Heinsohn are interested in the project.

The elevator of the Equity Co-operative Exchange at Essig, Minn., is to be overhauled in the spring. The elevator was formerly owned by the Bingham Bros.

A branch of the American Society of Equity is building an elevator and warehouse costing about \$10,000 at Lewiston, near Portage, Wis. Work is to begin on March 1.

A two-story warehouse is to be erected for Peter Jacobs & Co., of Kenosha, Wis. They conduct a jobbing business in feed and flour there. The warehouse will cost \$25,000.

The announcement has been made of the dissolution of the partnership of Nordgard & Scott at Dundas, Minn., operating the grain elevator there. Mr. Scott has withdrawn his interest and the plant will in the future be conducted by Jacob Nordgard.

A Wisconsin charter has been granted the Stanley Grain Company which is an Iowa corporation. C. A. Howlton, its second vice-president, will represent the company at Milwaukee. The capital stock of the concern is \$500,000, of which \$40,000 is set aside for Wisconsin business.

A meeting is to be held on January 20 of the stockholders of the Equity Co-operative Exchange at Fargo, N. D., to consider increasing its capital

stock from \$1,000,000 to \$9,000,000. This, it is reported, will mean that the Exchange's elevator at St. Paul, Minn., will be enlarged.

John T. Shelland, Oscar N. Boddington and Chas. T. Lofgren have incorporated the Ada Elevator Company to operate at Ada, Minn.

Operations have been started in the elevator of the St. Louis River Mercantile Company at Cloquet, Minn. The firm will also operate a custom mill, grinding rye, buckwheat and whole wheat and graham flours.

A new Monarch Flax Separator and new Monitor Northwestern Succotash Separator together with two five-horsepower motors have been installed in the plant of the Farmers Elevator Company of Cannon Falls, Minn.

E. H. Smith has been appointed vice-president and general manager of the Neuco Butter Company and of the American Coconut Butter Company with headquarters at New York. He has been manager of Duluth, Minn., office American Linseed Company.

## ILLINOIS

A grain business is to be conducted at Blandisville, Ill., for C. R. Hutson.

An interest in the grain elevator at Odell, Ill., has been purchased by G. S. Greer.

The elevator of the Wright Roller Mills at Don-gola, Ill., will be enlarged this spring.

The grain elevator of C. E. Stambaugh at Alexis, Ill., has been closed for a time by him.

The elevator of Edw. H. Farley at Leland, Ill., has been equipped with electric motors.

A grain elevator is to be constructed at Blue Mound, Ill., for the Farmers Grain Company.

The Farmers Co-operative Grain Association of Fairmount, Ill., is succeeded by O. C. Benson.

A 60x20-foot frame warehouse is being built at Fillmore, Ill., for the Farmers Elevator Company.

The Farmers Union has purchased, it is reported, the elevator of the Foehr Bros. at Ashley, Ill.

The partnership of Holes & Maurer which conducted a grain business at Lincoln, Ill., has been dissolved.

A grain elevator costing \$20,000 is to be built at Tampico, Ill. The elevator will be of cement construction.

A new grain elevator company is being organized at Wyanet, Ill., to build and conduct a grain elevator there.

W. E. Scott's elevator at Denver, Ill., has been sold by him to the recently organized Farmers Elevator Company.

The Renkes Bros.' elevator at Morrison, Ill., has been sold to the Farmers Elevator Company for a consideration of \$50,000.

The Farmers Grain Company of Media, Ill., has purchased the elevators of C. C. Davis and W. W. Day. H. O. White is manager.

The capital stock of the Farmers Grain Company at Rooks Creek (Pontiac p. o.), Ill., has been increased from \$6,500 to \$20,000.

The new elevator of the Taylor-Hudnut Company at Holton (Washburn p. o.), Ill., has been completed. Earl Antrim is manager.

Bert Porterfield, has disposed of his De Land, Ill., elevator to a newly organized farmers' elevator company. Possession has been given.

A new warehouse is being built for the Farmers Elevator Company at Hillsboro, Ill., to be conducted in conjunction with its elevator there.

The Cooper Elevator Company has completed its new elevator at Bridgeport, Ill. The elevator company has been in the feed business for over 10 years.

The Farmers Grain Company of Clarksdale, Ill., has let the contract for a modern grain elevator of 45,000 bushels' capacity. The contract price is \$20,000.

A new office has been built and is occupied by the Farmers Elevator Company at Leonore, Ill. The building will be of frame and brick veneer construction.

A new office has been built and new Fairbanks-Morse 10-ton scale been installed at Sheridan, Ill., for V. L. Anderson. Other improvements are to be made later.

The Kincaid Farmers Grain Elevator Company of Kincaid, Ill., is to be conducted under the management of Clyde McClintock. Improvements are being made to the plant.

The property of the Illinois Valley Grain Company at Ottawa, Ill., has been purchased by the South Ottawa Co-operative Elevator Company. The Illinois Valley concern is to dissolve.

The Burnside Lumber Company recently purchased the elevators of the Carlisle Grain & Feed Company of Burnside, Ill. The firm will make extensive improvements to the elevator. Pos-

session was given on January 1. C. C. Showalter who was manager for the lumber company will have the management of the combined business.

Plans have been completed by the Farmers Elevator Company of Woodlawn, Ill., for the erection of a concrete elevator of 40,000 bushels capacity. R. C. Williams is manager of the plant.

The elevator at Milla (Lostant p. o.), Ill., has been purchased by Conrad Linder. He is now operating it. He was formerly manager of the Paulding Equity Exchange of Paulding, Ohio.

The interest of Carl Williams in the Abrams Grain Company at Bethany, Ill., has been disposed of to his partner, Thos. W. Abrams. Mr. Williams has purchased a grain elevator in another town.

The oats elevator of the Meadows Grain & Coal Company at Meadows, Ill., is being remodeled into a corn elevator. Hereafter the South Elevator will be used for oats. A new office is also to be built.

The Fernandez Grain Company of Lincoln, Ill., is to be conducted under the management of Ray Fernandez, until recently with the Rosenbaum Grain Company at Lincoln. A. L. Baker succeeds him in the latter position.

Organization has been completed of a farmers' co-operative elevator company at Hillsdale, Ill. A board of five commissioners has been appointed to take charge of the business of the company. This includes John Woodburn, H. Palmer, L. Ropp, S. Wilson and Homer Daley.

## MISSOURI, KANSAS AND NEBRASKA

A grain elevator is to be built at Rockport, Mo., for R. I. Gross.

A new farmers' elevator is to be built this spring at Springfield, Neb.

The elevator of the Shively Grain Company at Tilden, Neb., is being repaired.

A new elevator is to be erected at Lamar, Mo., replacing the one which was destroyed by fire.

The grain and hay business of E. L. Cordes at Westaltou, Mo., has been discontinued by him.

A 30,000-bushel elevator and feed mill is to be erected at Elkhart, Kan., for Blackburn & Cox.

Capitalized at \$60,400, the Farmers Elevator Company has been incorporated at Tarnov, Neb.

An interest in the West Elevator at Alma, Neb., has been purchased by Richard Heinen of Fairbury.

A new foundation and new floors are being put in the plant of the Gretna (Neb.) Elevator Company.

The interests of John Getter in the Schwartz Grain Company at Leon, Kan., has been sold by him.

An elevator is to be erected at Meriden, Kan., for the Farmers Union. It will be erected in the near future.

The Wellman Bros. of Benton, are erecting a new elevator at Hagey, two miles north of Bell City, Mo.

The Security Elevator Company has built a new elevator at Hutchinson, Kan., and is now handling grain in it.

The Hampton Elevator Company has been incorporated to operate at Hampton, Neb., capitalized at \$7,950.

The Farmers Elevator Company of Laddonia, Mo., is to be conducted under the management of Frauk Wyatt.

The interest of J. W. White in the Moline (Kan.) Mill & Elevator Company has been sold by him to Lewis Wilson.

Chas. Denley has purchased and will operate the elevator at Ocheltree, Kan., formerly owned by C. H. Mossman.

The grain and feed business of W. F. Keith at Sturgeon, Mo., has been purchased by Mansil Sims and Geo. Gulick.

The new elevator of the Farmers Co-operative Association at Urbana, Kan., has been completed. W. E. Foster is manager.

An elevator and produce association is to be organized at Pawnee City, Neb., by members of the Farmers Union of Pawnee County.

The elevator formerly conducted by the Hogan Bros. at Harrisonville, Mo., has been dismantled. The company is now out of business.

A mill and elevator is to be erected at Bellflower, Mo., for Wm. McCullugh & Sons. They expect to have it in operation before this spring.

Offices in the First National Bank Building at Cape Girardeau, Mo., have been opened by the Cape Girardeau Hay & Grain Company.

The capital stock of the Farmers Elevator, Produce & Supply Company at Garden City, Mo., has been increased from \$10,000 to \$20,000.

The Larabee Flour Mills Corporation of Kansas City, Mo., is planning for the erection of two elevators of 300,000 bushels' capacity each at Marysville, Kan., and Clinton, Mo. They will be of

reinforced concrete with headhouse and tanks. The present elevator capacity of the Larabee firm amounts to 3,000,000 bushels.

Edw. Hagan has purchased the elevator, hay barn, house, etc., at Rock Creek, Kan., from H. D. Harding. The consideration was \$12,000.

Farmers have organized at Centerville, Mo., as the Farmers Supply Company, capitalized at \$10,000. The firm will conduct a grain business.

Arthur Mann has purchased the plant of the Deepwater (Mo.) Mill & Elevator Company. Mr. Mann is a well-known Montrose grain dealer.

The Red Star Mill & Elevator Company of Wichita, Kan., expects to double its storage capacity and to double the capacity of its 2,000-barrel mill.

Several concrete grain storage tanks giving them a total capacity of 150,000 bushels are to be erected at Little River, Kan., for the Bruke Grain Company.

To do a grain and feed business the Ansley Milling & Grain Company has been incorporated at Ansley, Neb. The capital stock of the firm is \$100,000.

D. H. Ferguson & Co., have sold their 12,000-bushel elevator at Seneca, Mo., to Henry Noble, formerly manager of the Farmers Elevator Company there.

The elevator of the Shannon Grain Company at Guilford, Mo., has been purchased by D. D. Henderson and will be operated by him in the interests of the farmers.

The grain, feed and coal business and elevator and lumber yard at Kiowa, Kan., has been sold by J. H. Nichols & Son. Possession was given to new owners on January 1.

A 30,000-bushel elevator operated by electricity is being erected at Trumbull, Neb., for the Central Granaries Company taking the place of the one which burned in July.

The White Elevator at Seneca, Kan., has been purchased by Henry Nolte, until recently manager of the Farmers Union Elevator. D. H. Ferguson gave possession on December 1.

The Farmers Elevator Company has filed articles of incorporation to operate at New Truxton, Mo. The firm is capitalized at \$15,000. It will build a new concrete elevator this spring.

The Farmers Grain & Mercantile Company of Cleveland, Kan., has plans made for erecting a new elevator at Almena, Kan. The plant will be ready in time to handle this year's crops.

The Humansville Mill & Elevator Company has been incorporated at Humansville, Mo. J. F. Bryant, S. J. Leach and 22 others are interested. The capital stock of the firm is \$15,000.

I. N. Hill, W. Menn, W. E. Jenkins, D. H. Hill, H. Musselman and others have incorporated at Jamesport, Mo., as the Jamesport Farmers Mill & Elevator Company, capitalized at \$16,000.

The Producers Grain Company has been organized at Montgomery City, Mo., by the farmers there. They will incorporate capitalized at \$40,000 and will conduct a general elevator business.

The Talbot Elevator at Carrollton, Mo., has been taken over by the Farmers Grain & Supply Company of Carrollton, Mo. Possession has been taken. The new owners will continue operating the business.

The Farmers Mill & Elevator Company of Eldon, Mo., has changed its name to that of the Co-operative Association No. 16. W. H. Austin is manager. The capital stock of the association is \$10,300.

The elevator of J. R. Durrie at Laurel, Neb., has been sold to James Lacey. Mr. Durrie purchased the property last August from Newman & Morton. Now he has purchased the Laurel Milling & Grain Company's plant.

The elevator of the Farmers Co-operative Grain & Lumber Company at Humphrey, Neb., which it purchased recently from the Nye-Schneider-Fowler Company, has been put into operation by it with J. F. English as manager.

M. C. Campbell, Carl Lamb, J. Harper and G. Black of Wichita and Roscoe Vaughan of Kansas City, have filed articles of incorporation as the Union Terminal Elevator & Milling Company of Wichita, Kan. The company is capitalized at \$600,000.

The interest of the Shaft Bros. in the H-Q Hay & Grain Company of Wichita, Kan., has been purchased by Clyde C. Whitely of that company. He is now president and general manager. The capital stock of the firm has been increased from \$25,000 to \$50,000. The grain department is managed by A. L. Griswold.

Geo. K. Walton, John W. Boyd and Preston Pate who have organized as the Nelson Grain & Milling Company at Kansas City, Mo., have purchased the property of the Nelson Grain Company of Kansas City, including a three-story feed mill, warehouses and other buildings. The company is capitalized

at \$150,000. W. Nelson who has been in the grain business for 40 years and who was at the head of the Nelson firm is retiring from active business. The company will manufacture corn chops and will handle all kinds of feeds.

An order has been placed for new material to rebuild the elevator at Hays, Kan., owned by the Farmers Elevator Company, which was destroyed by an explosion of the oil tanks. The new building will be larger than the one destroyed.

Frank T. O'Neal, Earl W. Pugh, Norman Smith have filed incorporation papers as the Smith Flour & Feed Company of Springfield, Mo., to buy and sell and trade in grain, feed, flour and other merchandise. The capital stock of the firm is \$12,500.

Additional wheat storage and wheat handling capacity is to be erected at Lyons, Kan., for the Lyons Milling Company. The new elevator is to have capacity of 125,000 bushels with unloading capacity of 6,000 bushels per hour with three track pits.

A small mill and elevator plant is to be erected at Hartsburg, Mo., for the recently incorporated Farmers Milling & Elevator Company. The firm is capitalized at \$15,000. Louis Hilgedick is president and A. H. Wintermeyer, treasurer and manager.

The contract has been let for the new 1,000,000-bushel elevator of the St. Joseph Public Elevator Company of St. Joseph, Mo. It will be of reinforced concrete and will cost \$200,000. Plans for the elevator were made by John S. Metcalf Company.

An old ice plant at Trenton, Mo., has been purchased by the Marlin Grain Company and will be occupied by the grain firm. The company will build a front for offices this winter and will build a grain elevator on the Rock Island tracks next summer.

The Blair Elevator Corporation of Atchison, Kan., capitalized at \$750,000 has been incorporated there and will build a 1,000,000-bushel elevator. Plans have been prepared by the Sherman Engineering Company. The headhouse will have capacity of 141,000 bushels; there will be 36 tanks and 32 interstices of 890,000 bushels' total capacity. The elevator will cost \$650,000.

## INDIANA

The Cromwell Elevator Company of Cromwell, Ind., has filed a certificate of dissolution.

The Farmers Co-operative Elevator Company has been incorporated to operate at Treaty, Ind.

A certificate of dissolution has been filed by the Indiana Illinois Elevator Company of Terre Haute, Ind.

The Kirklin Grain Company of Kirklin, Ind., has let the contract for a 26,000-bushel corn crib near the elevator.

The Miller & Walker Elevator at Delphi, Ind., has been purchased by McCorkle Bros. & Riley of Thorntown.

The elevator of the Farmers Elevator Company at Walton, Ind., is being repaired and improvements made.

A preliminary certificate of dissolution has been filed by the Sullivan Mill & Elevator Company of Sullivan, Ind.

The elevator at Moran, Ind., has been purchased and put into operation by Otto LeForge of Hamlet. Possession was given January 1.

N. W. Mattix and Hugh Mattix have purchased the Clinton Grain Company at Frankfort, Ind., and will handle grain, seeds, coal and flour.

Half interest in the McComas & Pritchard Elevator at Mt. Comfort, Ind., has been purchased by G. A. Pritchard. He is managing it now.

One of the Uniondale, Ind., elevators of Miller & Brickley has been sold to the Uniondale Equity Exchange. They are operating the other one themselves.

A new office has been built at Howe, Ind., for the Lima Elevator Company and a 15-ton truck scale has been installed. The stock yards are also to be rebuilt.

Leo Barker, Pearl J. Oldfield and P. E. Goodrich have incorporated as the Gordon Grain Company of Summitville, Ind. The capital stock of the firm amounts to \$50,000.

Capitalized at \$50,000, the Farmers Co-operative Elevator Company has been incorporated at North Manchester, Ind. It has bought a site just west of the Vandalia Elevator.

The Union City Elevator Company of Union City, Ind., has increased its capital stock to \$25,000. The company has completely remodeled its elevator and equipped it with new machinery. It will use the old flour mill for feed storage and has installed an electric freight lift and purchased a motor truck for delivery. The company has also enlarged its storage capacity to 50,000 bushels of small grain and 8,000 bushels ear corn. Also in-

stalled steam heating system and electric motor for seed department; and new Bauer Attrition feed grinder and corn crusher.

A new grain elevator of 50,000 bushels' capacity and costing between \$20,000 and \$25,000 is to be erected at Bangersville, Ind., for the Amo Mill & Elevator Company.

The Berne (Ind.) Equity Exchange has its plants at Berne, Linn Grove, Ind., and Chattanooga (Mercer p. o.), Ohio, completed. The plants were put into operation January 1.

Roy G. Wilkinson, an elevator man of Wolcott, Ind., has purchased the Fairgrounds Elevator at Frankfort, Ind., formerly owned by Stevenson & Bergen. The consideration was \$10,000.

Articles of incorporation have been filed at Modoc, Ind., for the Farmers Grain & Supply Company. The organizers are: Granville Jones, B. C. Mendenhall and H. L. Laster. The capital stock of the firm amounts to \$25,000.

Plans have been made by the Union Mills Live Stock Shipping Association of Union Mills, Ind., for the purchase of a grain elevator and hay warehouse there owned by a group of farmers. The capital stock of the new company is \$15,000.

The property adjoining the plant of the Farmers Co-operative Association at South Bend, Ind., has been purchased by them. Part of it will be devoted to farm implements while the remainder will be converted into a grain and feed department.

A new concrete elevator has been completed at Bluffton, Ind., for the Studebaker Grain & Seed Company. It has been equipped with a Monarch Attrition Feed Grinder, Randolph Drier, special wheat cleaner, special cleaner for oats and corn and a 10-ton 16-foot platform Fairbanks Auto Truck Scale with overhead dump operated by electricity.

The Geneva Milling & Grain Company has purchased the two Bryant Elevators at Portland, Ind., from J. J. Adams. The company are operating as the Bryant Elevator Company. Samuel Egly is president of the firm and Adam Egly, secretary and treasurer. The capital stock of the Geneva concern has been increased from \$15,000 to \$60,000 to take care of Bryant plant.

#### SOUTHERN AND SOUTHWESTERN

A grain elevator is to be constructed at Kasota (mail to Claude), Texas, for the McAllister Bros.

A 30,000-bushel elevator may be erected at Cordell, Okla., for the Farmers Co-operative Company.

McFarland & Dowdy are to build a new elevator at Ranger, Texas. This will be operated by electricity.

The elevator of the Santa Fe Grain Company at Dimmitt, Texas, is to be equipped with electricity.

The capital stock of the Farmers Warehouse of Smithfield, N. C., has been increased from \$50,000 to \$100,000.

Probably a large warehouse will be erected at Shreveport, La., for the Shreveport Mill & Elevator Company.

The Daniel Grain Company of Little Rock, Ark., has surrendered its charter to conduct a grain business there.

The charter of the Hall Hay & Grain Company of Shelby County, Nashville, Tenn., has been surrendered by it.

The interests of the King-Kolb Grain Company at Little Rock, Ark., have been purchased by Guy Love of Clarksville.

A grain and feed warehouse is to be built at Memphis, Tenn., for John T. Leonard & Co., if present plans materialize.

The plant of the Oklahoma Mill & Elevator Company at Cordell, Okla. is to be improved. The improvements will cost \$12,000.

The capital stock of the Kingfisher Mill & Elevator Company at Kingfisher, Okla., has been increased from \$50,000 to \$100,000.

One of the Woodward, Okla., elevators of the L. O. Street Grain Company has been moved to Buffalo, Okla., by that company.

The Ferguson Grain Company of Fort Worth, Texas, has discontinued its business. C. D. Ferguson will enter some other part of the grain industry.

The Maney interests have sold out their 10 elevators to C. G. Welch of Clinton and the Clinton Milling Company at Clinton, Okla.

The Anheuser-Busch holdings at Fort Smith, Ark., have been purchased by the Western Grain Company. Consideration was \$6,000.

An interest in the grain and feed business of E. L. Hensen at Clarksville, Tenn., has been purchased by G. C. Lynes. Hereafter the firm will be operated as Henson & Lynes.

The Adluh Milling Company of Columbia, S. C., has made plans for the erection of a 50-bushel per hour grain elevator 150 feet high in addition to a

new four-story mill. The daily capacity of the mill will be 150 barrels. The company has increased its capital stock to \$135,000.

A site at Sweet Water, Texas, has been purchased by J. B. Ballard of Royse City upon which he will build an elevator and flour mill.

The Yukon Mill & Grain Company of Yukon, Okla., is building and will occupy a large warehouse at Little Rock, Ark., 70x140 feet.

The license of the Boydston Elevator Company of Washita, Okla., has been revoked by order of the United States Food Administration.

The Meridian Grain & Elevator Company of Meridian, Miss., has made plans for rebuilding its plant which burned with a loss of from \$50,000 to \$75,000.

A company has been organized to conduct a grain, feed, cotton, hardware, implements business as the Farmers Co-operative Association of Hobart, Okla.

The Memphis Hay & Grain Association of Memphis, Tenn., has started the movement for the erection of a modern terminal elevator of 1,000,000 bushels' capacity there.

Capitalized at \$50,000, the Gracey Grain Company has been incorporated to operate at Dallas, Texas. The incorporators were: A. L. Gracey, H. H. Gracey and C. M. Shannon.

L. P. Cook & Co., are now located in the old Riverside Elevator Warehouse at Memphis, Tenn. The change was made January 1. Before that they were located in a part of the old Union Elevator.

The warehouse property of H. K. Holman at Fayetteville, Tenn., has been sold by him to the Fayetteville Grain Company. This company is composed of J. L. Scott, C. S. Bucannan and J. S. McPhail.

The contract has been let by the Farmers Co-operative Mill & Elevator Company of Carnegie, Okla., for a new elevator. It is to be iron clad and

equipped with a Fairbanks Oil Engine, a modern sheller and cleaner and an automatic scale.

The Union Elevator at Memphis, Tenn., is now being operated under the management of Edward Morgan. The change was made January 1.

The Simons Grain & Hay Company has been incorporated at Fort Worth, Texas, by J. A. Simons, Jr., Douglas W. King and J. C. Simons. The company is capitalized at \$10,000.

The Smith Bros. Grain Company has purchased the concrete elevator at Riverside, Texas, and will equip it with drier and other machinery and use it in connection with its old elevator.

J. A. Muldrow, O. E. Hedge and F. E. Hulbard have filed articles of incorporation as the Pee Dee Livestock & Grain Company of Columbus, S. C. The capital stock of the firm is \$10,000.

Articles of incorporation have been filed at Marshall, Okla., as the Farmers Co-operative Elevator Association, capitalized at \$20,000. E. J. Clark, S. W. Murphy and E. Blaney are interested.

C. F. Hood, R. E. King, Harry Winer, J. F. Thomasson and D. C. Wheeler have incorporated at Chattanooga, Tenn., as the Chattanooga Hay & Grain Exchange. Its capital stock amounts to \$5,000.

Thos. S. Kelly is no longer associated with the North Texas Hay & Grain Company of Dallas, Texas, but is with the Denny Grain Company of Greenville, Texas. W. M. Crosthwait is operating the North Texas firm.

The business of the Franklin Grain Products Company at Frankfort, Ky., has been taken over by the recently organized Frankfort Grain Products Company. J. P. Williams, W. J. Gorman and H. R. Rodman are interested.

The Security Mills & Feed Company of Knoxville, Tenn., is building a modern fireproof concrete elevator of from 80,000 to 90,000 bushels' capacity. It will be equipped with modern machinery of 3,000 bushels' handling capacity per hour.

## FIRES—CASUALTIES

Goodell, Iowa.—Fire damaged the feed store of Tom Letch here recently.

Manvel, N. D.—The Monarch Elevator Company's elevator was recently destroyed by fire.

Auburn, Ind.—Fire destroyed the Gleason Feed Store on December 6 with a loss of \$5,000.

Casselton, N. D.—Together with several thousand bushels grain, the Casselton Flour Mill and Elevator was burned.

Malden, Mo.—Matthews & Stubblefield's elevator and grain warehouse here burned on January 4. The loss amounted to \$40,000.

San Francisco, Calif.—Chas. E. Goss & Son suffered the loss of their grain warehouse by fire. Loss amounted to \$75,000. The cause of the blaze is unknown.

Cairo, Ill.—The grain elevator of Thistlewood & Co. was destroyed, causing a loss of property amounting to \$75,000. The origin of the fire has not been ascertained.

Paradise, Kan.—Fire consumed the Farmers Co-operative Elevator recently. About 7,200 bushels of wheat were also destroyed. Both wheat and buildings were insured.

DeSmet, S. D.—The Farmers Elevator burned on December 21 with a loss to owners of \$50,000. About 38,000 bushels of grain were consumed. The origin of the fire is unknown.

Sioux City, Iowa.—Fire of undetermined origin destroyed the mill and elevator of the Farmers Co-operative Milling & Elevator Company with a loss of \$175,000. The mill had a capacity of 300 barrels.

Meridian, Miss.—A loss of between \$50,000 and \$75,000 was sustained by the Meridian Grain & Elevator Company when its elevator was destroyed together with its contents. Origin of fire undetermined.

Holly, Mich.—Damages were done to the elevator of the McLaughlin Bros., amounting to \$2,500 when a train crashed into it. The bins contained wheat and beans and were completely demolished and contents spilled.

Dallas, Texas.—The two-story frame elevator of the Mutual Milling Company was destroyed by fire of unknown origin. The loss is estimated at several thousand dollars. A quantity of grain and flour was also burned.

Waverly, Ohio.—Fire on December 11 totally destroyed the elevator of the Stritmatter Grain & Milling Company. The loss entailed amounted to \$30,000; partly covered by insurance. The ele-

vator and its entire contents including between 8,000 and 10,000 bushels corn and oats were consumed. No one was injured.

Alma Center, Wis.—The elevator of F. H. Van Gordon & Son was destroyed by fire. The plant had a capacity of 30,000 bushels and was half filled with grain. Loss amounted to \$50,000.

Henderson, N. C.—Fire damaged the plant of the Union Seed & Fertilizer Company to the extent of \$300,000. The fire started in the storage warehouse containing 2,500 tons cottonseed. Then it spread to the fertilizer plant. The loss is covered by insurance.

Hoopeston, Ill.—With a loss of between \$25,000 and \$30,000, the elevator and contents of the Illinois Lumber, Grain & Coal Company was burned. There were between 1,200 and 1,500 bushels corn and between 12,000 and 13,000 bushels oats in the bins at the time of the fire.

Edmonton, Alta., Canada.—The Western Canada Flour Mills Company lost two of its elevators by fire on December 22. About 50,000 bushels of grain were in the elevators at the time of the fire. Loss amounted to \$50,000. The flour mill and concrete elevator which adjoined the two were saved.

Sherman, Texas.—The hay warehouse of the Grayson Mill & Grain Company was destroyed by fire with 850 tons hay on December 17. The loss amounted to \$8,000; insurance, \$2,000. The warehouse will be rebuilt immediately. The fire started in the grass near the elevator.

Maplewood, Ohio.—Fire completely destroyed the Maplewood Elevator Company's elevator with 9,000 bushels oats and some merchandise. The loss amounted to \$19,000. It was fully insured and will be rebuilt. The fire started when an employee was trying to thaw out frozen pipes with oil soaked

THE Western transit rates from Omaha, Kansas City and other Missouri River points to Texas, via St. Louis have been revoked by the Railroad Administration owing to the fact that route is so circuitous. Grain and grain products from there will have to move at regular open proportional rates from St. Louis without shrinkage.

THE Northern Grain & Warehouse Company of Portland, Ore., was awarded reparation by the Interstate Commerce Commission for overcharges on carload of wheat shipped from Culver, Ore., to Chicago, over the Northern Pacific Railroad and connecting lines. The carriers will be obliged to pay the grain firm \$62.62 and to revise its tariffs in the particular complained of before February 21, 1920.

# OBITUARY

**ALCOCK.**—William H. Alcock died on January 5 at his home in Chicago, Ill. He was an old member of the Chicago Board of Trade but had not been active for several years. He was 70 years old.

**BAILEY.**—Edw. W. Bailey died recently. He was a member of E. W. Bailey & Co., and was one of the older members of the Chicago Board of Trade. Further details of Mr. Bailey's career are to be found elsewhere in this number.

**BEARDSLEY.**—Chas. F. Beardsley died at St. Louis, Mo., aged 71 years. He was president of the Picker & Beardsley Commission Company. He had not been active in business for about eight months. Mr. Beardsley had been in the grain business for 42 years and had been a member of the Merchants Exchange there for 38 years. His widow, one son and two daughters survive him.

**BEAN.**—C. Robt. Bean, a member of the grain and feed firm of H. U. Bean & Co., of Philadelphia, Pa., was struck by a motor truck and died from injuries on December 8. Mr. Bean had been a member of the Commercial Exchange since 1916 and had been in overseas service during the war. Mr. Bean was 27 years old.

**BINKS.**—A. W. Binks, a large operator on the Chicago Board of Trade, died recently at La Grange. He was buried at Samonac, Ill.

**BRUSH.**—J. M. Brush died at Philadelphia, Pa. He was formerly in the grain business at Minneapolis, Minn.

**ELLISON.**—Geo. Ellison died recently. He at one time held a membership on the Chicago Board of Trade. He retired several years ago.

**FIELD.**—Alfred B. Field died on December 13. He was one of the few surviving members of the old Produce Exchange of San Francisco, Calif., and was a member of Richardson & Field, grain brokers. His widow, one daughter and a son survive him.

**FRAHM.**—J. B. Frahm, formerly a well-known grain man of Davenport, Iowa, passed away recently at the age of 73 years.

**GAUNT.**—Aged 56 years, Fred Wood Gaunt died at Alton, Kan. He was engaged in the grain business at that place.

**GORDAN.**—J. T. Gordan died not long ago at Winnipeg, Canada. He had since 1896 been a member of the Winnipeg Grain Exchange.

**GUNDESTRUP.**—K. Gundestrup died on December 18 at Jefferson Park, Ill., a suburb of Chicago. He had been for many years prominent in Chicago seed circles.

**GRUNER.**—Hugo Gruner died of heart failure at Cincinnati, Ohio. He was associated with Gruner & Beckwith, manufacturers and dealers in grain and flour. He had at one time been a director of the Chamber of Commerce and was well known among hay and grain men.

**HEEZER.**—Cyrus C. Heezer died during the latter part of November, aged 80 years. He had been in the grain business at Indianapolis, Ind., for a number of years.

**HEISING.**—W. T. Heising committed suicide by hanging himself in the driveway of his elevator at Pleasant Lake, N. D. Mr. Heising had been in the grain business for a number of years.

**KLEINHANS.**—William H. Kleinhans, a retired grain merchant of Toledo, Ohio, died recently. His widow, one son and one daughter survive him.

**LAWRENCE.**—L. L. Lawrence died at Cedar Rapids, Iowa. He formerly operated an elevator at Armstrong, Iowa.

**MOSELY.**—Carlos B. Mosely died at Concord, N. H., leaving a daughter and son. He was an old time grain man and had been in business there since 1870. He was 76 years old at the time of his decease.

**RANDOLPH.**—Geo. V. Randolph died on December 11 at McClure, Ohio. He was president of the McClure Elevator Company. His widow and four children survive him.

**RANNEY.**—Henry Collings Ranney died at Pasadena, Calif., on January 10 aged 89 years. He was for many years a member of the Board of Trade of Chicago, Ill., but for the last 12 years had lived in Pasadena.

**SAEGER.**—Erwin H. Saeger of Milwaukee, Wis., died on January 5. He was connected with the Taylor & Bournique Company of that city.

**SHIELDS.**—On January 4, Edwin W. Shields died at his home in Kansas City, Mo. Mr. Shields was president of the Simonds-Shields-Lonsdale Grain Company and was a pioneer grain dealer and authority on grain. During the war he was a member of the Advisory Committee of the Food Administration.

**SAXTON.**—Harry W. Saxton died at Baltimore, Md., during the latter part of December. He was a member of the Baltimore Chamber of Commerce and was associated with Thos. H. White & Co.

**SILVERS.**—On December 28, Henry C. Silvers died at his home in Huntington, Ind. He was a veteran grain dealer. His widow survives him. He was 70 years old at the time of his death.

**WATTS.**—Harry Watts died at a Minneapolis, Minn., hospital recently. He was a member of the Minneapolis Chamber of Commerce and was traveling representative of the William Dalrymple Company.

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## HAY, STRAW AND FEED

### HAY VERY SCARCE

"The receipts of hay on both sides of the river were extremely light, in fact, hardly anything arriving," say Toberman, Mackey & Co. of St. Louis, Mo., in letter of January 10. "Demand is active; market strong and indications for higher figures and in our opinion hay should be marketed as fast as possible."

"Clover hay: high grades in good demand. Medium and low grades a little better but still hard to place at irregular prices. Alfalfa under light receipts and a good demand for all qualities. Prairie: high grades in good demand. Medium and low grades hard to place on account of small demand."

### FORAGE CROP MOVEMENT AT ST. LOUIS

The Mullally Hay and Grain Company of St. Louis Mo., in a recent letter says: The movement of timothy hay here is very free, as a great many cars of medium and low grades have been taken for shipment and the local trade bought freely of the best grades, keeping the market well cleaned up right along and there is very little unsold at the close today, though the hauling of hay here at present is rather slow, owing to the heavy snow that is on the ground. The feeling, however, is firm, as the indications are for light receipts as the movement of hay from country points will be very light for a while owing to the unfavorable weather for

loading. Clover and heavy clover mixed is in good demand, particularly so on the best grades, which are the minor portion of the offerings.

### DEFINITIONS ADOPTED BY FEED CONTROL OFFICIALS

The Association of Feed Control Officials of the United States, at the recent annual meeting in Washington, adopted as final the following definitions of mill products used in feedings:

Wheat bran is the coarse outer coating of the wheat kernel as separated from cleaned and scoured wheat in the usual process of commercial milling.

Standard middlings (red shorts or brown shorts) consist mostly of the fine particles of bran, germ and very little of the fibrous offal obtained from the "tail of the mill." This product must be obtained in the usual commercial process of milling.

Gray shorts (gray middlings or total shorts) consist of the fine particles of the outer bran, the inner or "bee-wing" bran, the germ, and the offal of fibrous material obtained in the usual commercial process of flour milling.

Flour middlings shall consist of standard middlings and red dog combined in the proportions obtained in the usual process of milling.

White shorts or white middlings consist of a small portion of the fine bran particles and the germ and a large portion of the fibrous offal ob-

tained from the "tail of the mill." This product must be obtained in the usual commercial process of flour milling.

Red dog flour consists of a mixture of low-grade flour, fine particles of bran and the fibrous offal from the "tail of the mill."

Wheat mixed feed (mill run wheat feed) consists of pure wheat bran and the gray or total shorts or flour middlings combined in the proportions obtained in the usual process of commercial milling.

Wheat bran and standard middlings consist of the two commodities as herein defined mixed in the proportions obtained in the usual process of commercial milling.

Screenings consist of the smaller imperfect grains, weed seeds and other foreign materials, having feeding value, separated in cleaning the grain.

Scourings consist of such portions of the cuticle, brush, white caps, dust, smut, and other materials as are separated from the grain in the usual commercial process of scouring.

Note: If to any of the wheat by-product feeds there should be added screenings, or scourings, as defined, either ground or unground, bolted or unbolted, such brand shall be so registered, labeled and sold as clearly to indicate this fact. The word "Screenings" or "Scourings," as the case may be, shall appear as a part of the name or brand and shall be printed in the same size and face of type as the remainder of the brand name. When the word "Screenings" appears, it is not necessary to show also on the labeling the word "Scourings."

The following was adopted as a tentative definition:

Wheat ship stuff is the entire offal, exclusive of the outer bran, obtained in the usual process of commercial milling of flour.

### NEW YORK HAY PRICES HIGHER

BY C. K. TRAFTON

Immediately following my last review the market for hay was strikingly sluggish and narrow. For the time being the indifference manifested by the buying element generally created little or no surprise because it was fully realized that almost invariably buyers display limited interest toward the end of the year, devoting their attention largely to the usual annual stock taking. Consequently it appears almost needless to say that virtually everyone concerned was more than willing to permit their supplies to run down to as low a level as seemed safe.

Under the circumstances it was by no means strange that it was frequently difficult, if not impossible, to obtain reasonable bids. As a result it was small wonder that there was a weaker undertone momentarily. In view of the facts described, some dealers, but particularly members of the buying element, manifested perplexity because the break in prices was not far greater. At the same time experienced and unbiased members of the trade were by no means astonished by the comparatively limited decline. For one thing, they were sagacious enough to perceive that receipts were far from large and consequently there was practically no selling pressure. Moreover, they were sufficiently broad-minded to realize that the prospect was far from bright for a noteworthy increase in receipts after the turn of the year.

They argued that farmers or country shippers would be in no hurry to make shipments because they were dissatisfied with current bids. It is agreed that farmers in general are strong financially and hence are not compelled to sell as speedily as they were a few years ago. Under the circumstances therefore it was clear that farmers were in a position to be promptly influenced by the high prices current for wheat, corn, oats, etc. Perceiving the record figures for oats consequent upon a remarkably good export demand, it was natural that farmers should look for more money for their consignments of hay.

Afterwards there was a radical change in the temper of the market, weakness being succeeded by buoyancy immediately after the beginning of the year. Practically all of those buyers who had refused to buy late in December showed greater interest and it was claimed they had permitted their stocks to run down too low. Meanwhile receivers and distributors became unwilling to sell except at higher figures. This was not only attributed to meager receipts, but also to the growing conviction that it was unreasonable to count on any noteworthy enlargement in the movement from the interior.

Primarily this opinion was based on the growing conviction that cars would not in all probability become plentiful in the near future for the simple reason that few cars had been constructed partly on account of the scarcity of labor and material. In addition it also became known that many of the cars supposed to be in commission were not available, being unfit to use, owing to badly needed repairs. Still another important feature was pointed out, namely, that the Railroad Administration could not possibly allot many cars to the movement of

[Continued on Page 596]

## Master and Maker of all Industry's Rubber Needs

WHEREVER industry, municipality and individual has need of rubber—there Goodrich is. A complete and precise service, not just blanketing every field of endeavor but *specializing* in every field.

Take Goodrich "LONGLIFE" Conveyor Belts, for example. In use today in thirty-three countries—on every continent of the globe—in widths, lengths, thicknesses for every conceivable type of carrying.

Further—no matter whether it be water, steam, oil, air or acid passing through a hose, Goodrich makes for the *special* call from one to a dozen brands.

And can turn out no fewer than 30,000 *different* types of moulded rubber goods!

Specialization—*precise and exacting!*

And every product known nationally—nay, internationally—for its quality!

Scan this list—see if some of these won't work thrift in your business—the advice of Goodrich experts is at your call.

"COMMANDER" Transmission Belts

"MARATHON" High Speed Belts

"WHITE KING" Fire Hose

Hard-Rubber—all Purposes

Rubber Footwear

"LONGLIFE" Conveyor Belts

"SUPERHEAT" Packing

Hose—all Purposes

Moulded Goods—all Classes

Waterproof Clothing

Tires—Pneumatic and Solid

THE B. F. GOODRICH RUBBER COMPANY

City of Goodrich

Akron, Ohio

# Goodrich

## Rubber Products

## FIELD SEEDS

## BRAZILIAN MARKET FOR FIELD SEEDS

A recent consular report sets forth the possibilities of the Sao Paulo district of Brazil as a market for field seeds. Vegetable flower and field seeds are admitted duty free under the Brazilian tariff, and American seeds are liked, as the climate of the district is very similar to the Southern portion of the United States. While Italy, Portugal and Uruguay are at present getting the bulk of the business, imports are increasing from the United States. Santos is the principal port.

## NEW SEED TRADEMARKS

The following new seed trademarks were published during the month of December in the *Official Gazette* issued by the United States Patent Office: "Superseed" field seeds. N. Wertheimer & Sons, Ligonier, Ind. Filed August 9, 1919. Serial



No. 121,511. "Victory" field seeds. Hardin, Hamilton & Lewman, Louisville, Ky. Filed July 17, 1919. Serial No. 120,645. "Thrifty" garden seeds. Crabbs Reynolds Taylor Company, Inc., Crawfordsville, Ind. Filed July 22, 1919. Serial No. 120,789. See cut.

## CANADIAN PLAN FOR DISTRIBUTION OF SEEDS

Plans are under consideration by Saskatchewan legislators providing for the furnishing of seed grain in districts where there were crop failures. The bill as it now stands makes provisions to enable loan companies, as far as possible, to handle seed grain relief in the organized towns, the loan company having performed this service very satisfactorily last year. The Federal Government, it is generally understood, will look after the requirements where unpatented lands are concerned. In case of patented lands the provincial government will furnish the grain but provincial machinery will always be used for administration purposes.

## FREE SEED TESTING COURSE AT COLUMBUS, OHIO

Free seed testing demonstrations for farmers and seed dealers will be a feature of the Farmers' Week program at Columbus, Ohio, from January 26 to 30. Two hours—from 8 to 10 o'clock—each day will be devoted to the work. The period on Monday will be used for registration; on Tuesday, for germination tests of grass and clover seed and identification of grass seeds; on Wednesday and Thursday to the identification of legume and weed seeds, respectively; and on Friday to practice in testing. Persons interested are requested to register in advance. Grain grading demonstrations will also be given each afternoon.

In addition to the demonstrations, lectures on cereal crop improvement will be given by faculty members of the College of Agriculture. On the last day, membership in the 100 Bushel Corn Club of Ohio will be conferred on 10 farmers. The Ohio State Corn and Grain Show will be held the same week. The Ohio Grain Dealers Association is offering a new trophy for the best exhibit by members of the state Men's 10 Acre Corn Contest. Programs for the week may be had of the Agricultural College Extension Service, Columbus, Ohio.

## RECORD CLOVER PRICES

"Clover seed was a flashy performer this week," say Southworth & Co. of Toledo in their *Weekly Market Review* of January 10. "Climbed to new high levels—\$33.35 for cash and March. Previous high on the crop was \$32.75 on July 29. This 'farther north' in seed was due to very general demand and light offerings. Considerable profit taking on the advance, but no more than would be expected. Holders seem satisfied that seed is good property even at these high levels. Farmers have become accustomed to high levels in all commodities, they need clover in their business, and may be liberal buyers even at the big prices. These figures are likely to attract further imports from Europe, though many will continue to prefer the 'made in America' variety. New York reports arrivals from Europe this week 9,052 bags.

"Present demand may be due to desire on part of some to get in before the end-of-the-season period, which in recent years has witnessed considerable bulges. The high price on last year's crop was on March 31—\$31.25. This marked a big advance from the \$19.70 point of February 11. Every year is a law unto itself, and the fact that demand was late in recent years does not mean that it may be deferred this year, although the general sentiment is that the real demand will not develop until later. The general shortage indicates that all the seed will be wanted.

"Receipts and shipments light. Toledo stocks of clover 9,000 bags, against 15,000 year ago. January, February and March are usually the months of heaviest movement and strongest demand, especially February and March, though in recent years April has become a big month, owing to high prices deferring business until late in the season.

"Alsike, which had been setting the pace, couldn't stand the strain and lost all of its premium. The demand was not so good. Stocks, 7,000 bags, against 4,000 last year. Some alsike being exported, and a good deal coming over from Canada.

"Timothy strong at new high levels, with active trade. Good demand noted on setbacks due to profit taking. Timothy mainly in strong hands. Stocks, 101,000 bags, against 110,000 year ago."

## SEEDS STILL HIGHER IN NEW YORK

BY C. K. TRAFTON

During the period under review the local market for field seeds has been featured by continued striking activity in the principal varieties, with further prices advances in some cases, resulting in the establishment of several new high records. Much of the time alsike was the "head-liner," supplanting alfalfa as the leader in the upward movement. The present range of prices \$53 to \$55, shows gains for the month of approximately 3½ to 4 cents per pound. Buyers in all quarters have been extremely eager, and hence it has been easy to sell choice qualities at top prices, which are roundly 2 cents per pound above red clover, causing much elation among those far-seeing traders who had predicted such a premium months ago.

They anticipate still higher prices in the future as it has been extremely difficult to loosen up large lots even at these prices, and hence they assert that supplies will prove to be entirely inadequate for the spring demand. They are becoming more confident that the crop was much below early expectations. In addition, while some say that it is too late for additional export business of importance, others believe that demand from northern Europe will improve, especially if the Peace Treaty is ratified, which will doubtless cause improvement in the foreign exchange market, thus giving buyers a more satisfactory basis. About 1,275 bags were shipped to Copenhagen.

Alfalfa has continued extremely active and while some quote prices unchanged at \$37 to \$40, others claim that choice domestic seed is worth \$41. They describe the market as decidedly strong, especially those in close touch with the European situation, who predict an advance of fully 5 cents per pound by the middle of March. Despite the record-breaking price levels, they regard alfalfa as the cheapest variety on the list; much too cheap in their estimation in view of the prospective supply and demand situation, which they expect will be extremely acute.

They point out that in addition to the known deficiencies in Kansas, Colorado, Utah, and Iowa, the first indications have developed of a serious shortage in California. There has been an extremely active inquiry from the coast, as well as from points east of the Rockies, for imported seed and with a large part of the arrivals sold, available supplies are inadequate, choice European seed ruling at 33 to 34½ cents and Argentine at about 38 cents.

The arrival during the month of about 5,720 bags from Argentina and 2,200 bags from Italy has about cleaned up the important import purchases, according to well-posted merchants. The quantity now on the way is said to be small. Moreover, with the crop in Italy "middling" at best, supplies there are practically exhausted and it is apparent that those who have not already covered their requirements will be forced to pay higher prices for the small remnant. Shippers there are offering only small lots of fair average quality, with a percentage of the old crop at \$72 per hundred kilos, which means a \$4 advance in the month. The few offerings in sight are limited to several hundred bags.

Dealings in red clover have been large and

prices are 1 to 2 cents higher, the present range being \$49 to \$53 per hundred pounds. The arrivals from Europe proved to be far short of the demand, although they were decidedly large, roundly 18,200 bags, or 6,000 more than last month.

It is evident that Europe is fully sold out on this variety. Italy and France which were selling last month at \$42 per hundred pounds, have recently asked \$46 for fair average quality new crop. This seed will have to be cleaned and even then cannot grade Toledo prime, or even 99 per cent purity. The spot price for this variety is \$47.50. For the small lots of such seed now available in this market \$47.50 is asked. At the advance, the big Paris dealers sold sparingly, but assert that it requires considerable effort to gather 200 sacks at one time, fully two months being required in some cases.

Timothy has changed hands in a small way and prices show no change of moment, although somewhat of a "kick" was developed recently and some dealers are inclined to advance prices about half a cent. The present range is \$13 to \$13.50 per hundred pounds. In some quarters it is said that dealings would be larger and prices higher if it were not for the fact that the small local stocks are in strong hands. The majority of holders seem disinclined to name prices as they are evidently determined not to sell at anything like present prices, believing that they may be forced to buy back at higher levels when the demand for spring sowing develops, at which time they expect that stocks will prove to be insufficient.

More foreign demand has developed and shipments have included 170 bags to Rotterdam, 235 to Copenhagen, and 284 to Glasgow. Shipments have also been made through Baltimore. Some traders are in doubt as to justification for the stronger tone. They assert that it is due to the fact that dealers who have sold red clover and alfalfa have been seeking another investment and decided that timothy was the most attractive.

Crimson clover prices are generally unchanged, possibly a fraction lower in some quarters. Still, the ability to place fairly large quantities at around 10½ cents prevented any break of importance. Domestic buyers have been soliciting offers from abroad, but it is evident that France and Italy have little more to offer. Still, there are a few small offerings at 9½ cents c. i. f. New York for February shipment. Arrivals during the month were about 1,335 bags.

Kentucky blue grass has been strong, advancing from ½ to 1 cent. Orchard grass has been arriving in larger volume from abroad, the imports for five weeks being about 4,050 bags. Hence prices are down about 2 cents. English rye grass was also depressed by larger imports, about 2,260 bags, causing a decline of about 1½ cents. Other varieties have been virtually neglected. Fancy red top is about ¼ cent higher; Japanese millet 1 cent higher; and all other kinds practically unchanged.

About 1,840 bags of Argentine canary seed were received in the past five weeks. During the first week of the new year more than a dozen steamers filed manifests at the local Custom House, showing imports of seeds, including 550 bags of crimson clover from Hamburg. Clover has been exported as follows: To Rotterdam, 27 bags; to Copenhagen, 25 bags. Grass exports were: To Rotterdam, 97 bags; to Copenhagen, 246 bags; to Glasgow, 50 bags; and to London, 840 bags.

Fred S. Radway of the I. S. Radway Seed Company, of New York, was back at his office late in December after an absence of 10 weeks, spent mainly in traveling in western Europe, including England. He went through the growing districts of southern France and was able to buy a little red clover for shipment from Marseilles, supplies being limited and sellers indifferent. He visited Chateau-Thierry and other battle scenes, and then went through Belgium and Holland, finally arriving in Germany after many tiresome delays at the border owing to passport requirements. He found the Germans generally disinclined to do business. He does not think that they will have many field seeds to export, although they may have some fancy grass seed, sugar beet, and vegetable seeds. In England he sold some red top and alsike and bought rye grass. He looks for further arrivals of the latter.

## GROWTH OF SEED TESTING IN CANADA

Official seed testing in Canada has shown a remarkable growth in the past 10 years. For the seed year ending June 30, 1919, the Dominion Seed Branch, with laboratories at Ottawa, Winnipeg and Calgary reported over 35,000 tests. Ten years ago the number was only 5,775. Between September and June, the busy season, each laboratory was handling up to 200 samples per day. Only 10 samples are tested free of charge for any farmer or seed merchant during the season, any over this number being charged for at the cost of service.

[Field Seed Notes on Page 597]

# **“Crop Insurance”**

**by buying hardy Wisconsin  
Grown Medium, Mammoth,  
Alsike, Alfalfa, Timothy,  
Sweet Clover, etc.**

The Wisconsin Grown clovers which we offer are not to be compared to southern grown imported seed which easily “winter-kills.” Protect your best farmer trade by insisting on native grown hardy clovers.

## **Milwaukee Seed Co.**

**Milwaukee, Wis.**

hay, as the few available were urgently needed to move more important freight, such as foodstuffs, which commanded a higher rate.

On top of all these developments railroad embargoes were announced, but speedily lifted. Still it was generally realized that because of the scarcity of cars the fixing of embargoes was largely a matter of form.

At the outset the low and medium grades showed more weakness than the choice descriptions because a large part of the hay arriving was of ordinary or poor quality, whereas the receipts of prime timothy or light clover mixed were small. Subsequently when the demand became more animated the price difference between top and bottom grades became narrower, as almost all buyers found it necessary to turn their attention to common or medium qualities on account of the great scarcity of No. 1. Consequently those receivers and distributors who had supplies of No. 2 or superior lots of No. 3 found it easy to dispose of them at \$3 to \$4 per ton more than quoted a month ago. No. 1 timothy was in good demand at \$38 to \$39 in big bales with a few sales at \$40, but numerous receivers declared they wanted \$41. No. 2 in big bales was salable at \$36 to \$37, with a few sales at \$38. No. 3 was in demand at \$36 to \$37, the latter for best lots. Choice light clover mixed sold well at \$35 to \$37.

There was a fair inquiry for straw at firmer figures, but business was generally restricted by the insignificant offerings and the much higher price asked. Almost no choice long rye has arrived and hence No. 1 commanded \$19 to \$20.

The Simmons Milling Company of Cincinnati, Ohio, will be located in the plant formerly occupied by the Farmers & Shippers Tobacco Warehouse. This company makes a specialty of poultry feed. It has taken out a 10-year lease on the plant and will use the warehouse as a mill.

Capitalized at \$5,000, the Interstate Flour & Feed Company has been incorporated to operate at St. Louis, Mo. The incorporators include: Christian J. Bergfeld and William K. Ojemann.

S. L. Plumlee and E. B. Pharis have organized at West Frankfort, Ill., as the West Frankfort Wholesale Company capitalized at \$100,000. The firm will conduct a wholesale feed, flour, fruit and grocery business.

The Treadway Feed & Seed Company has been incorporated to operate at Johnson City, Tenn. G. E. Treadway, J. W. Franklin, D. M. Guinn, P. E. Divine and W. B. Milam are interested. The company is capitalized at \$35,000.

A wholesale and retail flour and feed establishment has been opened at Pendleton, Ore., for the Portland Flouring Mills Company. C. F. Kennedy will have charge of the store; John Montgomery has charge of the business office.

The Beacon Feed Company of New York will be represented by A. E. Gutteridge & Co., feed jobbers of Chicago, Ill., in Illinois, Indiana, Michigan and Ohio, in the sale and distribution of Beacon stock, horse, cattle and poultry feeds.

The Seaboard Storage Company has been organized at Kansas City, Mo., to deal in feed, flour and to conduct a warehouse. The capital stock of the firm is \$10,000. O. Bresky, J. B. W. Wilcox and H. H. Unkefer are the directors of the firm.

The W. C. Early Company and the Stratton Grocery Company of Memphis, Tenn., have consolidated and will operate after January 1 as the Early-Stratton Company; capitalized at \$1,000,000. The company will conduct a general feed and grocery business. L. M. Stratton is president; Andrew C. Stratton, vice-president; P. Farnsworth and S. M. Pepper second vice-presidents; L. Y. Williamson, secretary and treasurer and W. C.

Early chairman of the Board of Directors. The company will do business in the building formerly occupied by the W. C. Early Company and has also purchased the Old Compress No. 7. The firm will erect a two-story building with basement and storage room of 275,000 square feet and trackage space for 50 cars. Andrew C. Stratton will be general manager.

The Western Feed Manufacturing Company, recently incorporated at Chicago, Ill., has purchased the Edwards & Loomis Mill and will conduct its business there. E. A. Webb, formerly with Hales & Edwards Company, is at the head of the firm.

The inspection and weighing of hay at the Sioux City, Iowa, market is to be conducted under the supervision of the Sioux City Hay Exchange, which was organized last summer. Previous to this the work was done under the supervision of the Board of Trade.

Albert Zimmer, Grover G. Bruan, A. F. Swalbach, Adolph J. Staaks and others have incorporated at Germantown (Mauston P. O.), Wis., as the Germantown Co-operative Company. They will conduct a feed, flour, fuel, feed grinding and mercantile business there and will open for business around February 1. The capital stock of the firm is \$80,000.

The Kansas City Flour & Feed Club has been completely organized at Kansas City, Mo. At a preliminary meeting one month ago Frank M. Cole was chosen president and Robt. E. Sterling, secretary. At this meeting the following additional officers were chosen: C. M. Hardenbergh, vice-president; R. Van Evera, treasurer; Geo. W. Hoyland, W. R. Duerr, A. W. Witt, M. A. Blacker and E. A. Witter are the directors. The Club is to be incorporated and application has been made for membership in Federated Flour Clubs.

### Alfalfa, Prairie Hay and Alfalfa Meal

were harvested under ideal weather conditions. We command a large supply.. Get our delivered prices.

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We are the Largest Distributors  
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Shippers who have Alfalfa Hay to dispose of, if they will  
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66 Board of Trade CHICAGO, ILL.



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There's Nothing Better. Hess Driers have kept in the lead in efficiency and economy and

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### WE ALSO MAKE

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**Hess Warming & Ventilating Co.**  
1210 Tacoma Bldg. CHICAGO

## FIELD SEED NOTES

[Continued from Page 594]

A seed cleaning and grain plant has been started at Chehalis, Wash., by J. W. Elston.

The Green Bay Seed & Feed Company is no longer in business at Green Bay, Wis.

Rogers Bros. of Alpena, Mich., have opened offices in the Hearst Building at Chicago, Ill.

The C. E. Malone Seed Company is now in its new headquarters at 516 Chestnut Street, Atlantic, Iowa.

A new seed and feed plant has been opened at Steelville, Mo., for the Jones Bros. Feed & Seed Company.

Machinery for cleaning and grading corn has been installed in the plant of the Marshall (Mo.) Seed Company.

The Beloit (Kan.) Seed Company has been purchased by H. F. Shurtz & Son. They will handle poultry feeds, seeds, etc.

To handle seeds and bulbs, R. and J. Farquhar have incorporated a company at Boston, Mass. The firm is capitalized at \$500,000.

The general offices of Wood, Stubbs & Co., of Louisville, Ky., have been moved to their warehouse and elevator at Fourteenth and Walnut Streets.

A wholesale and retail store for handling field and grass seeds has been opened at Yuma, Ariz., by the Delta Seed & Feed Company. J. C. Eichenhauer is manager.

The Illinois Seed Company of Chicago, Ill., gave their check in December for \$10,932.65 to John E. Brennan & Co., in payment of one ear of timothy

seed containing 793 bags or 93,119 pounds net, said to be the largest amount ever paid for one ear of timothy seed in the Chicago market.

The Aggeler & Musser Seed Company of Los Angeles, Calif., has leased a large warehouse. The company will erect a mill building for installation of cleaning machinery.

The Brown Portable Conveying Machinery Company has installed a Brown Portable Stacking Machine in the plant of the American Mutual Seed Company of Chicago, Ill.

Half interest in the Bell Seed & Produce Company at Faribault, Minn., has been purchased by A. K. Woods. He will be associated with H. P. Bell in the management of it.

The name of the Wertz Seed & Bird Company of Sioux City, Iowa, has been changed to that of the Wertz Seed Company. The capital stock of the firm has also been increased from \$50,000 to \$125,000.

The Lindsborg Hardware & Seed Company of Lindsborg, Kan., has changed its name to that of the Lindsborg Seed Company. The company has sold its hardware stock and will now deal exclusively in seeds.

A three-story addition is being built at Omaha, Neb., for the Nebraska Seed Company. The firm has also purchased an adjoining building which will be removed and an eight-story reinforced concrete warehouse built.

### SEND SAMPLES OF

Timothy, Red Clover, Alsike, Red Top, Hairy Vetch, Bluegrass, Orchard Grass Seed, Rye and Winter Oats

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Importers and Exporters

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RED CLOVER  
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Soudan Grass, Millet, Rape.**

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SEND US YOUR SAMPLES  
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Headquarters for Imported  
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**Nungesser-Dickinson Seed Co.**  
New York, N. Y.

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We buy and  
sell all varieties  
of grass and  
field seeds

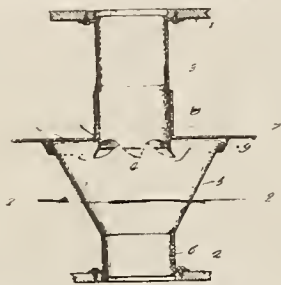
The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO

## GRAIN TRADE PATENTS

Bearing Date of November 25, 1919

Spout for milling machinery and grain elevators.—Edward C. Kellington, Portland, Ore. Filed April 15, 1919. No. 1,323,225. See cut.

Claim: A conduit, substantially as herein specified, the same comprising a delivery tube provided at its discharge end with flaring elements constituting agitators and deliverers, a receiving member having a flared portion into which the discharge end of the delivery tube projects a short distance and a plate closing the flared end of the receiving member and having a telescoping connection with the delivery tube.

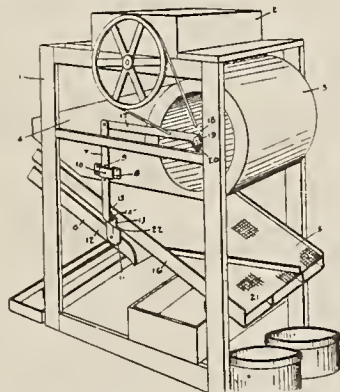


tators and deliverers, a receiving member having a flared portion into which the discharge end of the delivery tube projects a short distance and a plate closing the flared end of the receiving member and having a telescoping connection with the delivery tube.

Bearing Date of December 2, 1919

Seed grading and cleaning machine.—Mary M. Newkirk, Indianapolis, Ind. Filed October 14, 1918. No. 1,323,784. See cut.

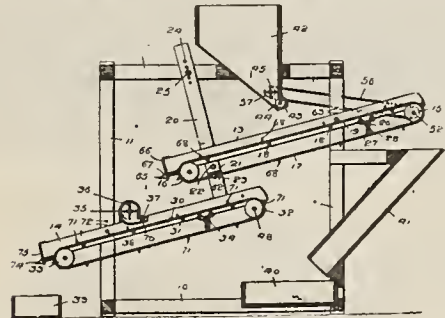
Claim: A seed grading and cleaning machine, including a grain grading screen, an oblong vertically extending shaker bar, a pivot for said bar between its ends, means for removably and pivotally attaching the



screen to the lower portion of said bar, means for swinging said bar on its pivot for imparting longitudinal movement to said screen, and an offset portion on said bar extending below the edge of said screen for delivering a blow to the lower edge of the screen, when the bar is rocked on its pivot.

Grain separator.—John Hays Lee and John Clavis Dieckman, Rome, Ind. Filed October 31, 1918. No. 1,323,877. See cut.

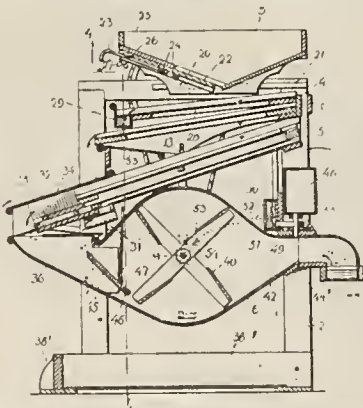
Claim: A separator comprising a conveyor belt, transverse rods secured at their ends to the edge portions of the belt for stretching the belt transverse-



ly, said rods being spaced from the belt and said belt being unobstructed beneath the rods, and means for vibrating the belt between the ends of said rods.

Grain and seed cleaner.—Chas. N. Hatfield, Fountain City, Ind. Filed April 29, 1918. No. 1,323,691. See cut.

Claim: In a grain and seed cleaner, a fan casing having at one end an entrance passage and at the other end a discharge passage, a vibratory screen



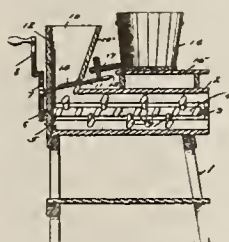
delivering into said entrance passage, an air deflector board in said entrance passage, and a fan in said casing arranged to discharge a chaff-lifting blast of air against said deflector board and a grain-discharging blast of air through said discharge passage.

Bearing Date of December 9, 1919

Machine for treating seed grain.—Wenzel H.

Herrmann, Norheim, Mont. Filed January 7, 1919. No. 1,324,312. See cut.

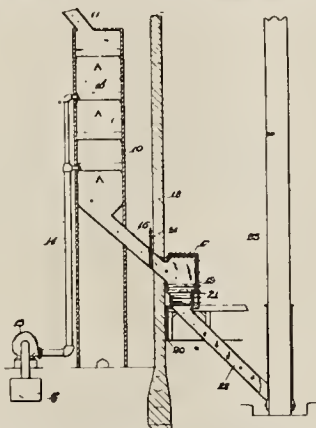
Claim: A seed grain treating apparatus including a hopper having an obliquely disposed transversely arranged adjustable shutter therein with one end projecting outside the hopper and having its terminal upturned to form an antispashing lip, said hopper



having an opening in one side wall in which the shutter is mounted to slide, a guard arranged in said opening above said shutter and spaced therefrom, and extending into the hopper with its free end spaced from the front wall of the hopper and beveled, said guard being inclined downwardly and forwardly.

Method and apparatus for bleaching grain.—Harold H. Hicks, Milwaukee, Wis., assignor to Donahue-Stratton Company, Milwaukee, Wis., a corporation of Wisconsin. Filed May 6, 1918. No. 1,324,048. See cut.

Claim: A grain bleacher, comprising a stack having means for treating the grain during its passage therethrough with sulfur fumes without moisture,

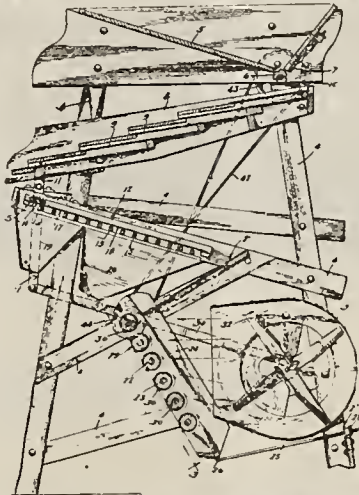


a steam chamber distinct from the stack, and a grain conduit connecting said chamber with the stack, the grain within the conduit preventing the steam entering the stack.

Bearing Date of December 16, 1919

Grain separator.—Timothy Chas. Vaughn, Morris, Minn. Filed June 23, 1919. No. 1,325,219. See cut.

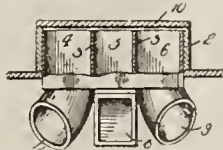
Claim: In a grain separator, the combination with a frame of a series of rollers having upwardly moving separating surfaces, said rollers being journaled in an oblique line on said frame to bring their sep-



arating surfaces into stepped arrangement so as to deliver from the one directly to the other, and a fan having a discharge spout arranged to direct the blast of air from the fan onto the separating surfaces of the rollers and between the same.

Grain car.—Adelard Guay, Montreal, Que., Canada, assignor of one-third to Ovila Letourneau and one-third to Pacifique Belair, Montreal, Que., Canada. Original application filed March 12, 1919. Divided and this application filed May 20, 1919. No. 1,324,812. See cut.

Claim: The combination with a car having an opening in its roof, of a housing surrounding said opening, an upwardly swinging cover for said housing, vertical partitions in said housing for dividing the



same into three compartments, spouts leading from the end compartments into the opposite ends of the car and a chute leading from the central compartment into the upper portion of the car.

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## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

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Nine-column visible adding and listing machine, in perfect working order. Guaranteed for nearly a year. Cost \$375; will take \$100 for it, or Liberty Bond. Also Underwood Typewriter; has back-spacer, tabulator, two-color ribbon. Perfect condition; \$50. Will ship either machine upon deposit of \$10. MEIER SEED COMPANY, Russell, Kan.

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### WANTED

Elevator in good corn and oats section. Give price and full particulars. A. R. SMITH, 4447 W. Congress St., Chicago, Ill.

### FOR SALE

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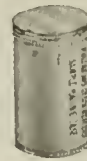
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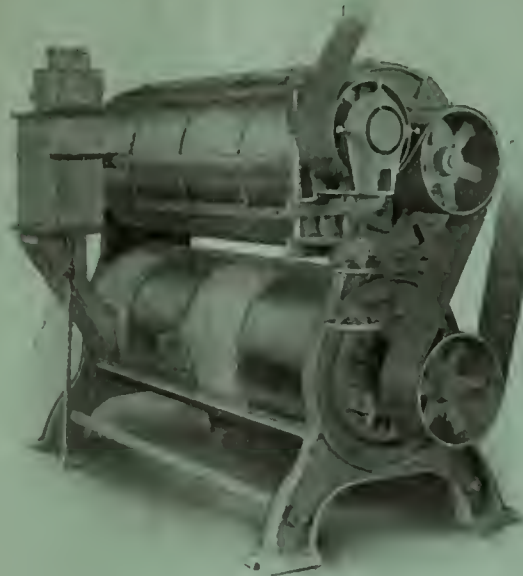
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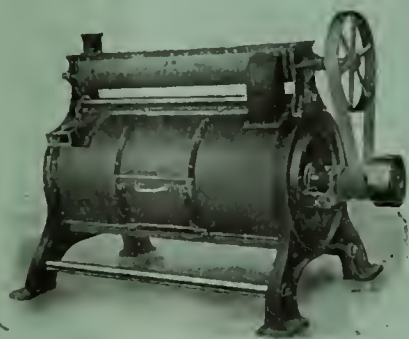
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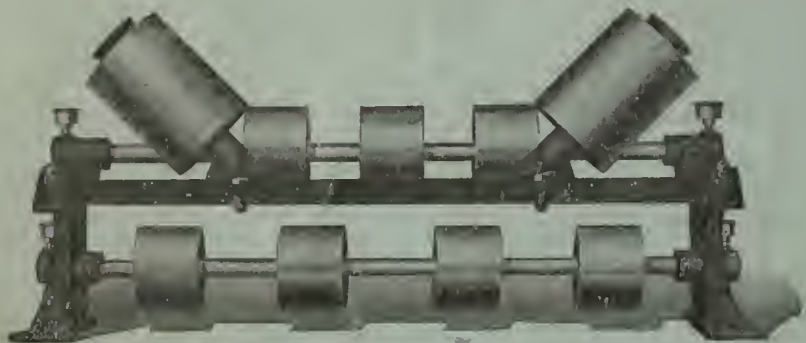
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